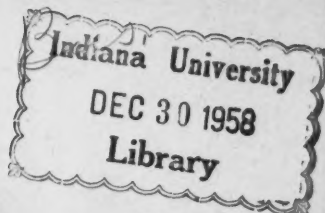


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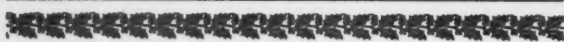


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THE NATIONAL *Provisioner*

VOLUME 139 DECEMBER 27, 1958 NUMBER 26

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ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.
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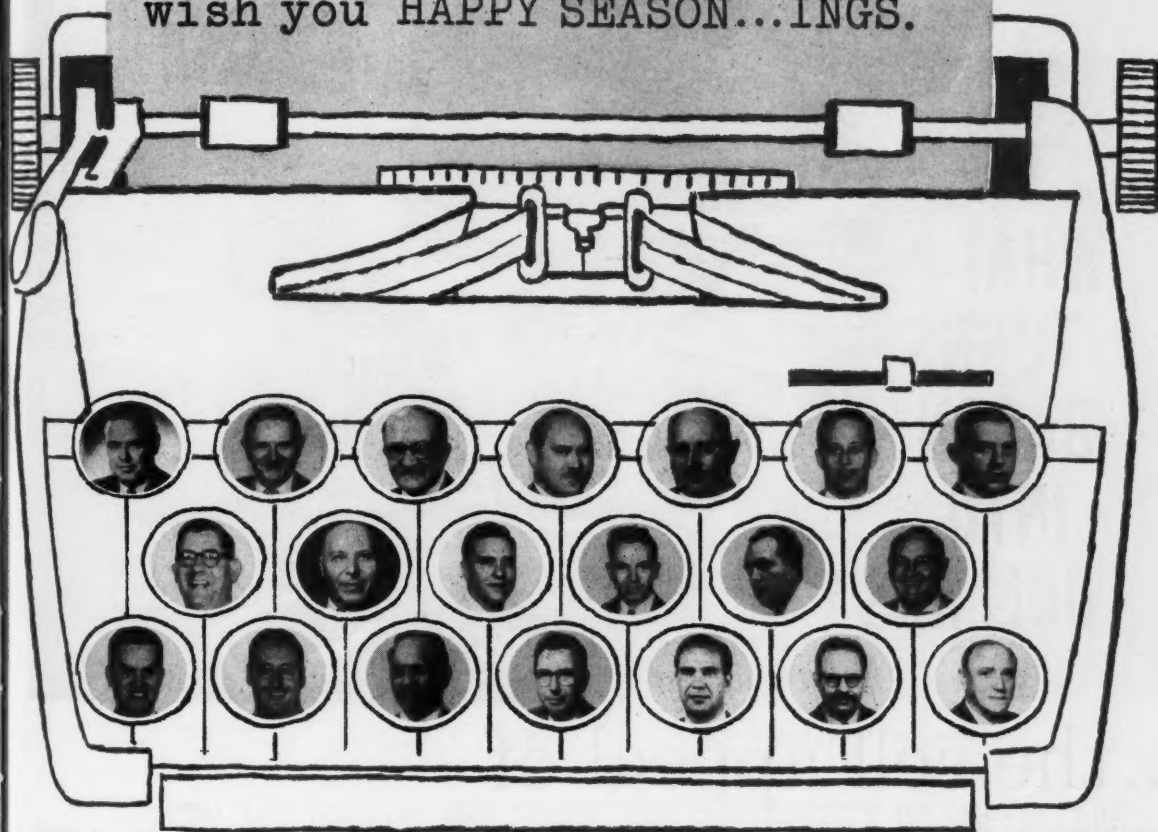


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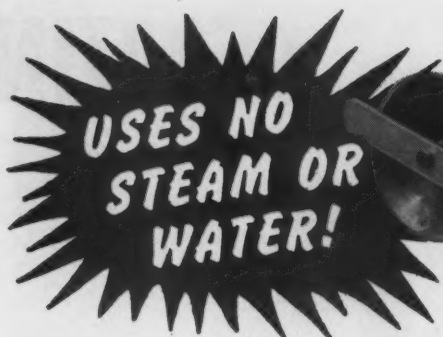
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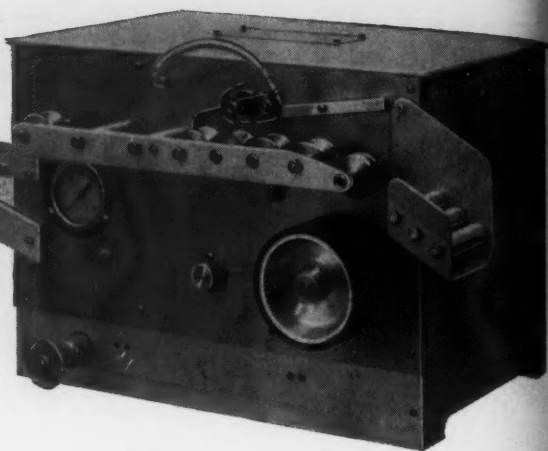
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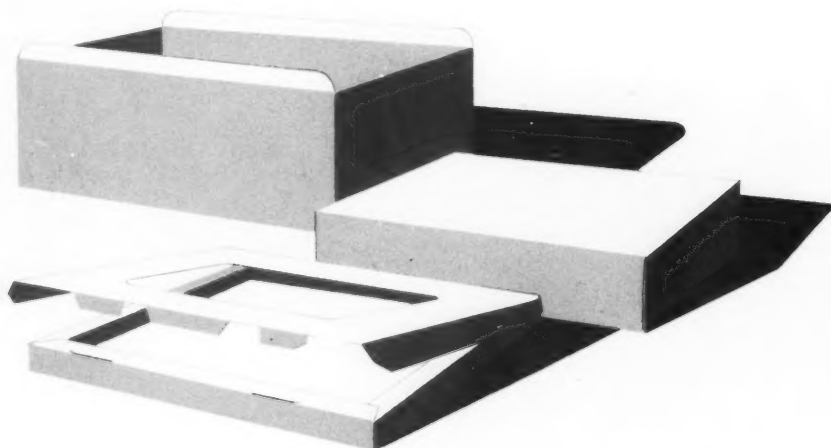
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PROVISIONER

DECEMBER 27, 1958

VOL. 139 No. 26

The 'Farmer Philosophy'

In speaking at a state canners convention, Carlos Campbell, executive secretary of the National Canners Association, made some remarks of interest to meat packers. He said in part:

"Many canners are so indoctrinated with the 'farmer philosophy' of marketing that they cannot orient themselves to the type of marketing which is essential to the selling of canned foods. . . .

"What do we mean by 'farmer philosophy'? Farmers who grow the food have to deal with nature which they say is unpredictable and can be controlled by man to only a very limited degree. Thus the farmer's marketing philosophy has been based on the assumption that his job is to sell whatever nature chooses to give him in the way of a crop. Consequently, farmers frequently find themselves in the position of offering for sale food which the consumer does not want in the quantity being offered, and in some cases a quality she does not want in any quantity.

"This apparent disregard for what the consumer wants frequently results in ruinously low prices for the farmer's crop. The farmer and his advisors then conclude that such low prices are the result of exploitation of the farmer's inherently weak bargaining power in the market place. . . .

"Farmers are not alone in making the error of thinking only in terms of production, without proper regard to the market demand. Too frequently canners will say we are subject to the whims of nature and, therefore, we have to sell what nature gives us. This implies that they are helpless to give the consumer what she wants unless that happens to coincide with what nature chooses to provide. Such an attitude is an expression of helplessness. Fortunately the majority of canners realize that there is a great deal that can be done to control the physical characteristics of the fruit and vegetable being grown for canning. It is still true, of course, that canners, when processing to consumer specifications, must deal with the fact that measures of raw product control are less precise than those available to the manufacturer of products made of wood, metals, fiber and other raw materials that lend themselves to more or less precise preparation. This, however, is no excuse for the canner saying that he cannot pack to the specification of the consumer. . . .

"In selling, too much emphasis is given to ways and means of pushing a product onto the consumer. I do not mean to imply that canners should wait until consumers initiate changes in their specifications. There is a great deal that canners can do through education and promotion of new products to awaken consumer desires and stimulate the consumer to rewrite specifications or add new ones."

News and Views

Much More Pork will be available for processing and sale in 1959 as a result of the 17 per cent upward surge in the 1958 fall pig crop (over 1957) and a possible 12 per cent increase in the 1959 spring crop, it was revealed this week by the U. S. Department of Agriculture. Pigs saved in the 1958 fall season totaled 42,470,000 head, which was 21 per cent above the 1947-56 average. The combined spring and fall pig crops for 1958 were estimated at about 94,806,000 head, or 7,000,000 head larger than in 1957. Farmers' reports on breeding intentions indicate 8,317,000 sows will farrow in the spring of 1959. This would be a 12 per cent increase over 1958, but only slightly above average. (See page 22 for details.)

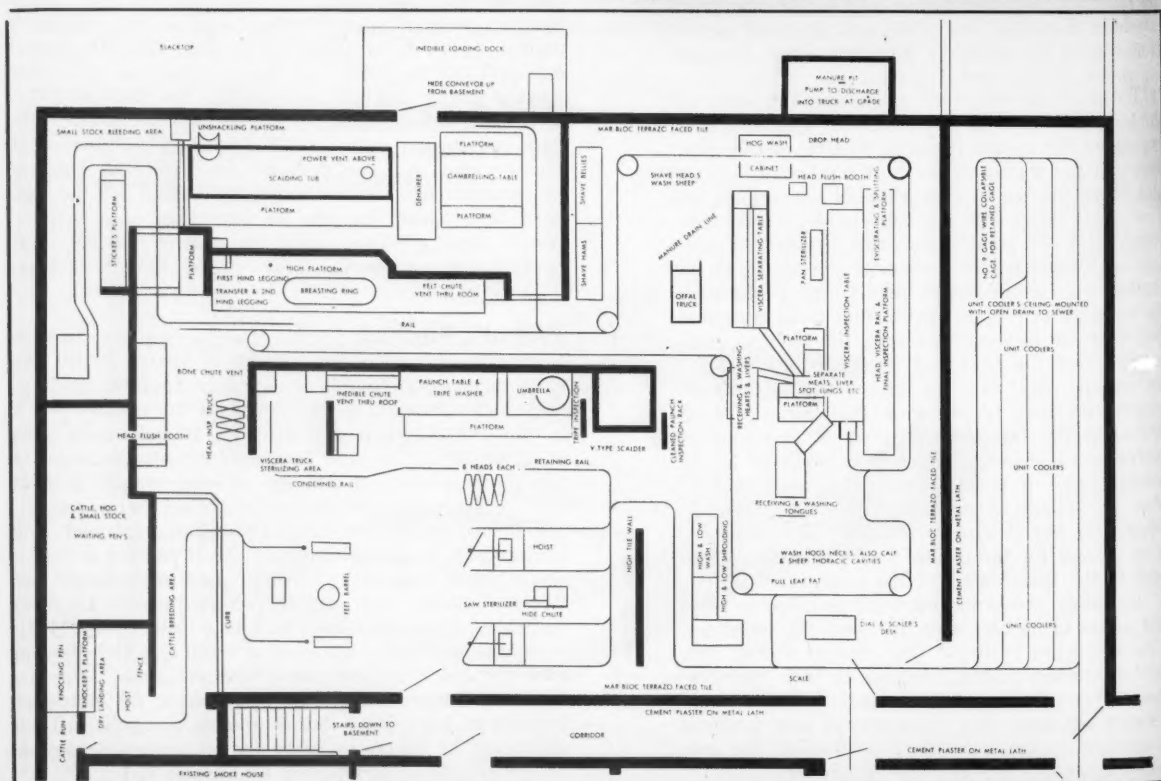
Net Earnings of John Morrell & Co., Chicago, increased substantially in the fiscal year ended November 1, 1958, and Hygrade Food Products Corp., Detroit, also earned more than in the 1957 year, the heads of the two companies have reported. Morrell sales of more than \$400,000,000 were the highest in the company's history and net earnings after taxes will be slightly over \$2,300,000, or \$2.80 per share. W. W. McCallum, president, announced in a preliminary statement. This compares with 1957 sales of \$394,356,000 and profit of \$507,352, or 62c a share. The financial position of the Morrell firm improved materially during the past year, McCallum said. Net working capital increased approximately \$3,000,000 and long-term debt was reduced by \$1,560,500, making a total improvement of \$4,560,500. At November 1, net working capital was in excess of \$19,000,000 and long-term debt was \$7,600,000. Hygrade net earnings for 1958 were \$1,372,001, or \$2.39 per share, compared to \$1,357,668, or \$2.37 per share, in the previous year, Hugo Slotkin, president and chairman, said in the company's annual report. Sales amounted to \$411,464,770, against \$380,877,215 in 1957. The increase was due to higher meat prices as tonnage was slightly less than in 1957, Slotkin explained. The Detroit firm's financial position reflects net current assets of \$12,498,938, which is a slight improvement over the previous year, he said. Pointing to the anticipated increase in hog production and the high level of consumer income, the executives of both companies were optimistic about the outlook for the meat packing and processing industry in the 1959 fiscal year.

The World's Biggest meat eaters are going to have to tighten their belts in the interest of foreign trade. The government of Argentina has decreed beefless Mondays and Fridays in restaurants throughout the country and a 30 per cent reduction in slaughtering to make more meat available for export. The Argentinians, who consumed a per capita average of 242 lbs. of meat—mostly beef—in 1957, compared to 159 lbs. in the United States, are eating themselves out of cattle to export, explained Jose Carlos Orfila, commerce secretary. Meat packing is Argentina's largest industry. (Although most Argentinians are Roman Catholic, their religion permits them to eat meat on Friday. The reason dates back to a 16th century Mediterranean battle when Philip II of Spain was Holy Roman Emperor and Argentina was a Spanish colony. After the Christian League routed the Moslems in the Battle of Lepanto in 1571, Pope Pius V granted dispensation from abstinence on Friday to Spain and its territories because of the prominent part played by Spanish forces.)

Ohio Packer Lays Out Killing Floor With Multi-Use Facilities for Hogs, Cattle, Calves, Sheep



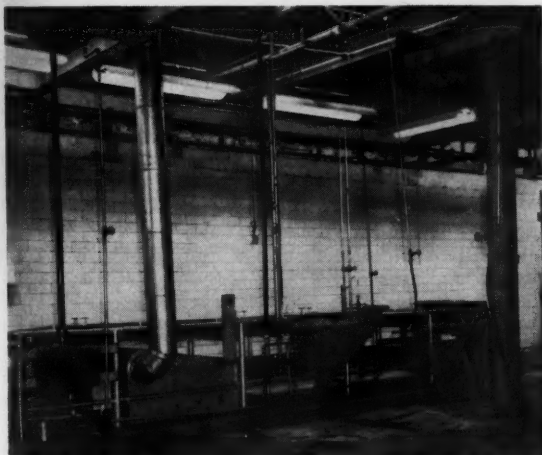
TOP: Exterior of the new cement block slaughtering department.
CENTER: Killing floor walls are tiled in a light shade of green.
BOTTOM: Splitting, scribing and washing are done in this area.



CONSTRUCTION of a new all-species kill floor has not only increased capacity at the plant of Ohio Packing Co., Columbus, but it has also unscrambled the plant's flow lines. The central core of the present structure was built in 1900, and expanded in size and scope of operation through later additions. This piecemeal expansion spawned backtracking; for example, three coolers had to be traversed every time product was moved from the sausage kitchen to the packaging cooler. This restricted the usefulness of the coolers since truck aisle space had to be provided and product movement through the doors added to the refrigeration load.

The management team of the six Wilke brothers, sons of Fritz Wilke who founded the business in 1901, consulted with their architect, Henry A. Lurie & Associates, Cincinnati, as to how this situation could be corrected when the killing floor was expanded to maintain the firm's competitive position in a market of volume buyers. The firm had to expand or close shop, comments Ed Wilke, president, who adds that enlarging and remodeling the old killing department was rejected as an aggravation of the problem.

It was decided to construct a 95-ft. x 55-ft. killing department at the back of the plant, a hot beef cooler and a 7-ft. wide corridor to provide an aisle from the front to the rear of the plant. Now, sausage is moved directly from its cooler to the packaging room. The corridor is



VISCERA inspection conveyor employed for hogs, calves and sheep.

equipped with overhead rails so that hogs can be moved to the pork cut department and beef and small stock to the sales cooler. The aisle also serves as a storage area for trucks, racks, etc. An alcoved end houses equipment washing facilities.

The killing floor has facilities for the slaughter of all three species with a rating of 20 cattle and 75 hogs or sheep or calves per hour. Although the firm is currently slaughtering one kind of animal at a time, the equipment is so arranged that hogs and cattle or cattle and small stock can be dressed simultaneously. A common viscera inspection conveyor and workup facilities are used for small stock and hogs.

Livestock are driven into a common holding pen. One side opens into the beef knocking box while the other opens into the hog and small stock shackling pen. One hoist is used to lift all shackled animals to the dressing rail.

Hogs and small stock are bled in a curbed area which, with the stunning box and the shackling pen, form a block at the rear of the killing floor.

Partitions in the killing area separate initial phases of



LEFT: Note plastic skylight in precast roof and rail and hoist supporting members. RIGHT: Dropoff, scalding tub and dehairer.

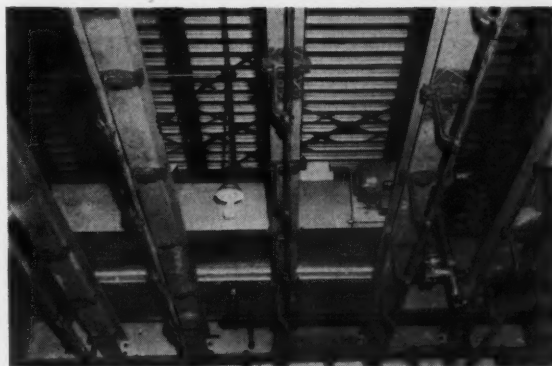
the three dressing operations. The largest and first section houses the two-bed beef operation, followed by the small stock area with breasting and transfer setup and hog scalding and dehairing facilities.

After floor and full hoist work, the beef carcasses are landed on a single rail with the assistance of a guide plate that positions the trolley wheels. The single rail system conserves floor space, notes Ed Wilke.

The carcasses continue to a central splitting and scribing station equipped with B & D power saws and a pneumatic spreader to open them up. The overhead rail systems from the hog and small stock sections connect with the beef rail at the finish scale.

Viscera are worked up at facilities set in line against a half-height partition that separates the beef from the small stock area. An electric skip hoist is used to dump the viscera on the workup table where a butcher separates the gut section from the paunch, opens and washes the paunch and then places the tripe on an inspection rail near the Boss tripe scalding. Inedible material is chuted from the paunch table to buggies in the basement. Loaded buggies are lifted from the basement with a skip hoist designed specifically for them and are discharged directly into the renderer's truck. The buggies hold specific items which are loaded out by schedule. Use of buggies expedites the handling job since they can be moved more easily than a drum and hold the equivalent of four drums. The return from the sale of inedible material to the local renderer is greater than could be netted through plant

[Continued on page 37]



OVERHEAD construction in chill room. Note refrigeration units.



INSTALLATION this year of some of the most modern packaging and manufacturing machinery available has enabled the Redfern Sausage Co. of Atlanta, Ga., to keep production in a crowded plant ahead of fast-growing demand for the firm's meats.

When the plant was remodeled and enlarged three years ago (see *THE NATIONAL PROVISIONER* of February 11, 1956), it was believed that the size and facilities would be adequate for future needs. Since that time, however, management's successful efforts in the field of marketing have won consumer acceptance to such an extent that it has become necessary to turn out much more sausage in available space. This requirement is being met with a fast-paced wiener wrapping line, latest luncheon meat slicing and packaging equipment and new machinery to increase output of sausage for Redfern customers.

Although the family's interest in the meat field dates back to the 1850's when ancestors of Lester and Robert Redfern raised and traded livestock and made fresh sausage, the present venture had its beginning in 1948 when the two brothers took over a small plant at the present site on Howell Mill Road.

In management, the brothers have followed a policy of alternating every few years the basic supervisory duties of managing and purchasing with those of merchandising, selling and advertising. Mrs. Ina Turner is secretary-treasurer of the firm and is in charge of accounting. Jack K. Bailey

Redfern's Surge in Sales Requires New Processing and Packaging Lines to Turn Out More Sausage

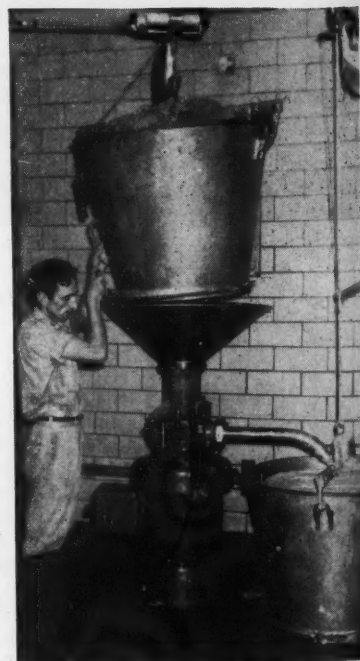
LEFT: Battery of four slicers supplies stacked luncheon meat for a packaging line which includes a rotating-turret machine for Saran wrapping, a shrink tunnel and a pack-off turntable. Eight employees readily turn out 80 packages per minute. Six-ounce package is most popular. **RIGHT:** Loaf shelves on back of the slicers insure uninterrupted operation of the machines and packing line.



is general superintendent and Robert Voyles is mechanical supervisor. Immediate future plans of the company call for construction of 8,000 sq. ft. of floor space to contain a holding cooler, enlarged packaging area, dry storage and employees' welfare facilities. Designer of past projects and new building plans is the firm of Henschien, Everds and Crombie, Chicago packinghouse architects.

In the slicing and packaging of luncheon meats, Redfern furnishes a good example of how to produce a large volume in a minimum of space. After six months of operation, Bailey says of the new setup that in addition to cutting costs in half, "there is no past comparison with the convenience and smoothness of this advanced slicing and packaging method."

Slicing starts with four sharply-inclined, new-style Enterprise slicing machines which are installed as a battery at a right angle to a conveyor belt. The belt leads to a rotating-turret packaging machine produced by the Wrap-King Corp. After Saran wrapping, the packages are automatically conveyed through a Great Lakes shrink tunnel from which they are ejected onto a circular rotating metal



EMULSIFYING mill is fed sausage meat from a dump bucket traveling on an overhead rail. The emulsion (lower right) is then picked up by an electric hoist and is moved along the rail to the stuffers.

table made by plant mechanics. Eight employees readily keep up with the line's rated capacity of turning out 80 packages a minute.

Operations start with a utility man who brings the meat from an adjoining cooler, trims loaf ends or skins round bologna as required, and stacks the loaves on a stainless steel storage rack, one of which is attached to the back of each slicer. From these racks one girl serves each unit by feeding the loaves into the machine and adding a cardboard backing to each group before handing off onto the conveyor. Little, if any, check-weighing is necessary. At the turntable, three girls paste on labels and pack into cartons. One of these girls doubles as an attendant to the shrink tunnel while another assembles the cartons.

Twelve varieties of loaves are sliced, mostly in 6-oz. packets. Bologna is wrapped in 6-oz., 8-oz., 12-oz. and 16-oz. packages. The 6-oz. items are packed in 6-lb. boxes; 12-oz. items in 9-lb. boxes, while the 8-oz. and 12-oz. items are packed in 12-lb. boxes. A considerable quantity of sliced meat is prepared for chain stores and labeled with their special identification.

Skinless wieners are wrapped, sealed, dated and boxed at a rate exceeding 700 1-lb. packages an hour. Only two different kinds are manufactured; they are put up in three different size packages. A standard wiener is stuffed in 23-mm. casings to make 12 links to the pound; they are tight-wrapped in 12-oz. and 16-oz. packages. A 21-mm. link is loose-packed in 6-lb. boxes. The layout consists of two TY peelers feeding at a right angle onto one end of a Great Lakes wrapping table which is equipped with two parallel conveyor belts, raised wrapping stations and foot-operated sealing irons.

In operation, one girl serves the peeling machines and four others work along one side of the table where they inspect, pack, fold over



ABOVE: Redfern reports automatic twist linker which can be seen in front of the stuffer is highly productive, accurate in sizing links, maneuverable on its casters and is easy to clean. RIGHT: General superintendent Jack E. Bailey holds some sausage which was linked with the new machine and packaged on the Redfern plant's peeling and wrapping line, part of which is shown in the photograph below.



the wrapping paper and make the first seal. Imperfect lines are placed on a narrower belt running at waist height between the girls and the main conveyor and drop into a tote box at the end of the table.

The first wrapping operation is done on a shallow open-cornered stainless steel tray, one of which is installed opposite each girl over the

main conveyor belt at a height to allow unhindered travel of the packaged items underneath. In the tray is a flat pad of clear cellulose wrapping paper with the printed side down. A thin-walled forming collar is hinged to sit lightly in the center of the pad. Wieners are packed in two layers in the collar which slips out of position as two ends of the paper are folded over the top and the first seal is made. The electrically-heated sealing irons are hinged to the opposite side of the table and are operated entirely by foot control. Closing is completed toward the end of the line where another girl folds over the remaining two corners of the paper and feeds the package under an automatic sealing and coding device. Frank packages are boxed in 12-lb. cartons which are sealed by application of a fast-drying glue to the flaps.

Sausage kitchen capacity was increased considerably by the 1958 addition of machinery which allowed

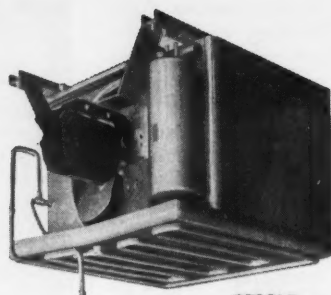


SIGN on wall in the frankfurt packaging room reads: "Your job depends on sales. Sales depend on quality. Quality depends on YOU." Line output exceeds 700 lbs. per hour.

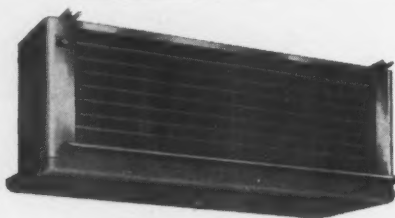
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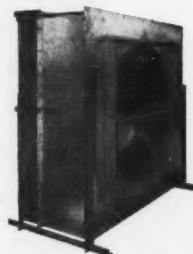
When it comes to commercial or industrial air conditioning and refrigeration there's a highly specialized and highly efficient item of RECOLD equipment that does a specific job specifically well.



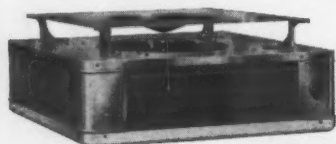
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An Engineering milestone. Instantaneous, automatic, vapor defrosting.



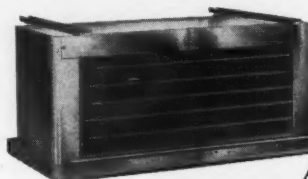
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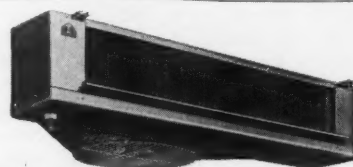
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RECOLD "DRI-FAN" CONDENSERS
With the exclusive, patented "Bleed Funnel!" Complete accessibility can be found only in this condenser that revolutionized the industry. Available thru 250 tons.



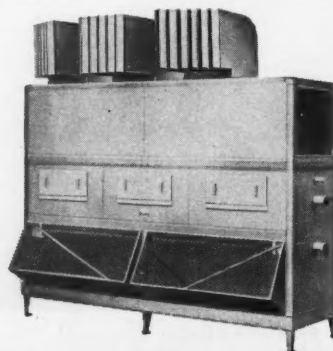
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more work to be done in the same space. New equipment includes a Boss linker and a Griffith Mince Master. The mill was installed in conjunction with an overhead rail bucket conveyor system. This relieves the load on the grinders and silent cutter while also entailing less handling.

The new automatic twist linker has increased production of linked sausage 50 per cent over previous methods with the added advantage of requiring very little floor area, according to Robert Redfearn. Besides its labor-saving features, the device produces links to an exact weight and size. The linker is coupled to a 500-lb. stuffer in line with a standard table. Linking is accomplished by a controlled mechanical twisting of the stuffing nozzle. One girl straightens casings which she applies to the horn while two other girls keep pace coiling the links on smokesticks and loading trees.

Redfearn's meats are distributed by a fleet of 18 peddler trucks which are painted at three-year intervals to feature the company's "Prunella" animated pig trademark.

In advertising, the firm sponsors 30-minute TV programs in Atlanta and Savannah and employs spot announcements in many other Georgia cities. Billboards are utilized in key positions and signs publicizing the concern's products are painted on 100 of Atlanta's transit system buses.

Eyes on Bargaining, UPWA To Build up Strike Fund

Preparations of the United Packinghouse Workers of America, AFL-CIO, for 1959 contract negotiations in meat packing and other industries will get under way in earnest next month when a \$2,000,000 strike fund authorized by the 1958 convention becomes the union's target, according to the current issue of *The Packinghouse Worker*, publication of the UPWA.

Beginning in January, a \$1 monthly increase in per capita payments from local unions into the fund will go into effect until \$2,000,000 is reached.

Packaging Short Course

An industrial packaging short course will be held at Purdue University, Lafayette, Ind., March 2 to 13, 1959. Prof. M. M. McClure, assistant director of the adult education division, has announced. The two-week course will offer an opportunity for engineers, technicians, salesmen, laboratory staff people, materials handling men, warehouse and traffic or shipping supervisors and others to get training and new information.

FROZEN

Michigan Study Shows 50 Per Cent Cut In Costs by Retailing Frozen Red Meat

MEAT retailing costs could be cut in half by shifting to frozen meats, according to research completed recently at Michigan State University by Harold M. Riley and Austin B. Ezzell. A transfer of the processing and packaging operation from the retail store to the packing plant would accompany this cost reduction at retail level.

At least 60 per cent of labor costs, 55 per cent of space costs, 75 per cent of storage facility costs, and 100 per cent of preparation and packaging costs can be eliminated by shifting the sale of all red meats now sold in freshly packaged form to frozen meats. Since these factors account for more than 80 per cent of all meat retailing costs, the Michigan study claims that this would result in an aggregate saving of at least 50 per cent in all meat retailing costs.

Proportionately smaller cost reduction would result from shifting only partially to retailing red meats in a frozen form. Maintaining necessary cutting, packaging and merchandising personnel to handle part of the total sales in freshly packaged form would lessen the cost reducing effects of shifting to frozen meats. Even partial shifts could result in significant savings in retail costs, however.

In the M.S.U. study it was observed that food retailers are shifting to frozen meats in varying degrees. Some stores are undertaking to sell a relatively small proportion of all meats as frozen meats. Others, while shifting to heavier volumes of frozen

meats, are continuing to sell some freshly packaged cuts. A few have substituted the frozen form for all freshly packaged meats.

SAVINGS BY SIZE: Differences in store sizes were found to account for differences in cost reductions due to shifts from freshly packaged to frozen meats. Meat sales volumes for three different size ranges of stores were calculated from data collected in 1266 stores located in 12 North Central states and reported by the North Central livestock marketing research committee. A sub-group of smaller stores handled only 28 per cent of the meats sold by the entire group. This sub-group had an average weekly meat sales volume of \$400. A medium stores sub-group, accounting for 27 per cent of the stores and averaging \$1900 in weekly meat sales, sold 51 per cent of the meats handled by the entire group. A large stores sub-group, comprising 3 per cent of the stores, handled 22 per cent of the meat sold by the 1266 stores. Average weekly meat sales for this sub-group amounted to \$8,000.

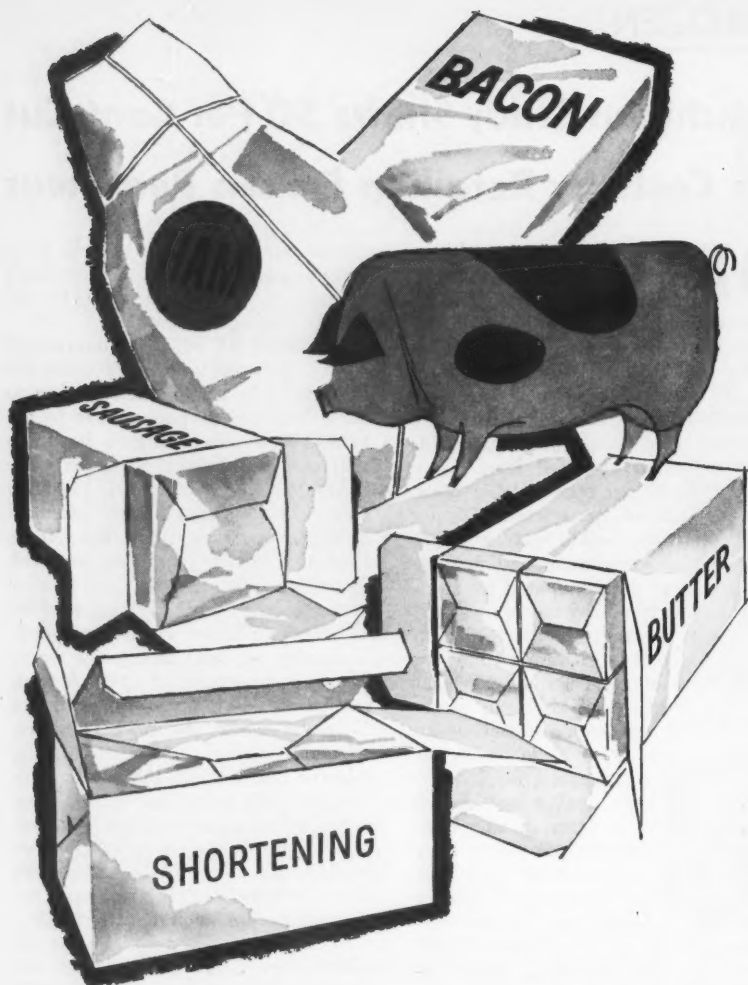
By applying labor requirements established in earlier investigations for handling both frozen and freshly cut meats to average operations in each of the sub-groups, it was found in the study that significant savings could be realized regardless of the proportion of freshly packaged and frozen meats handled. Labor savings in hours averaged 20 per cent for all sub-groups which had shifted to 25 per cent frozen meats. By shifting to as much as 50 per cent frozen meats, a saving of over 40 per cent in hours of labor required could be realized, and when all red meats handled were frozen, meat department labor could be cut by about 65 per cent.

Labor costs were reduced on a somewhat different percentage basis, however, depending on the type of labor replaced by the shift to frozen meats. If most of the labor required for handling frozen meats replaced relatively high-priced labor of meat cutters, cost savings would be greater than hour savings. Conversely, if most of the high priced laborers in the meat department are retained, savings in costs can actually be smaller than savings in hours.

OTHER COST REDUCED: Simi-



APPETITE APPEAL is stressed in new line of six flash frozen portioned meats put out by Armour and Company. Included in the new golden breaded line are veal steaks in 3- and 4-oz. portions and veal, pork and beef choplets in 2- and 4-oz. portions. Also available are 2-oz. veal drumsticks and 4-oz. chuck wagon steaks. All items are layered-packed in 10-lb. cartons and are easily removed as required for meal preparation.



GREASEPROOF *paper* PROTECTION *at low cost*

In the American diet meats are basic. Economical all-purpose Rhinelander Glassine and Greaseproof papers are widely used in the giant meat packing industry . . . as inner liners and outer wraps, bands and labels, separator sheets and board liners . . . for meats and cold cuts, lard, shortening and the packaging of other by-products. These dense, *greaseproof*, high-efficiency papers protect against fat and oil penetration, retard rancidity . . . are neat, fresh, easy-to-print sanitary wraps. Available in standard grades, or tailored to fit your needs. For sound economical packaging, investigate Glassine and Greaseproof. Ask your supplier, or write us for samples.



RHINELANDER PAPER

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lar comparisons for other cost factors revealed that savings in equipment cost varied from approximately \$1 per week for the average small store when shifting to 25 per cent frozen meats to as much as \$25 for the average large store which had shifted entirely to frozen meats. Rent savings ranged from about \$2 per week for the average small store if it shifted to 25 per cent frozen meat to as much as \$45 weekly for the average large store if it sold all its meats in a frozen form. Wrapping supply cost savings varied from about \$1 per week in the average small store which had shifted to 25 per cent frozen meats to \$106 for the average large store which had shifted over entirely to frozen meats.

Space released in the preparation and storage areas by shifting to frozen meats also could play a significant role in the total profit position of the retailer making such a shift. At least 35 sq. ft. could be released in the average small store in this study that shifted to 25 per cent frozen meats. At a gross sale of \$3 per square foot per week and a net profit of 1 per cent on sales, the return could be increased by as much as \$50 annually. For the average large store, this net profit could amount to as much as \$1,100 annually.

This particular M.S.U. study did not undertake to measure consumer reaction to shifts to frozen meats. Nor was it designed to determine comparative total costs of processing and distributing frozen meats with those of handling packaged fresh meats. Some savings in retail costs will add cost at other points in the meat marketing chain. But total meat processing and distribution costs may be reduced by shifting to frozen meats. Further research will be needed to determine answers to these questions.

Says Much Of Britain's Beef In Future To Be Friesian

A British livestock scientist recently predicted that much of that country's beef will eventually come from a cross-breed carrying a Friesian strain. Speaking at an agricultural meeting, P. I. Bichan, manager of a Yorkshire testing station, declared that "the modern housewife wants lean, tender meat which can only be obtained from the young, quickly finished animal."

According to Bichan, "the Friesian and crosses have been shown to admirably satisfy the market." To achieve those results the Friesian is crossed with a beef breed. The Holstein-Friesian is strictly a dairy animal. It is well known in the United States where it is more commonly referred to as the "Holstein."

Meat Merchandising Parade

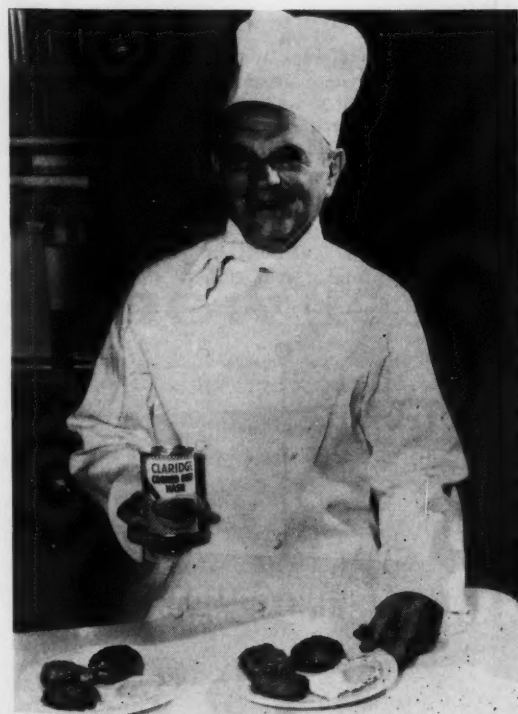
Pictorial and news review of recent developments in the field of merchandising meat and allied products.



"HOT DOG!" may be the comment made by this attractive young miss as she samples one to remind retailers of the upcoming National Kraut and Frankfurter Week, January 29 through February 7. The 11th annual observance of this promotion is an opportunity to boost wiener sales during an otherwise slow period. Poster illustrated above is available from National Kraut Packers Association, 202 S. Marion st., Oak Park, Ill.



GLASS MUGS and jars pictured above are new type container for five cured and cooked meat products of Colonial Provision Co., Boston. New glass containers are manufactured by the Hazel-Atlas glass division of Continental Can Co. Two items, sliced pork hocks (2 lbs., 8 oz.) and kielbasa sausage (4 lbs., 8 oz.), are offered in four-sided jars and reusable 9-oz. mugs. Bone-in split pigs feet also are available in the four-sided jars. Sliced veal tongues, Pic-Packs boneless pork hocks and lamb tongues are being merchandised in the mugs. In addition to meat products, hard boiled pickled eggs also are offered by Colonial Provision in jars.



THE FRENCH INFLUENCE has been added to one of America's favorite foods—corned beef hash. Claridge Food Co., Inc., Flushing, N.Y., recently commissioned famed food consultant, Anatole Gill, to perfect a corned beef hash with international savoir-faire. Gill, who attended the renowned Cordon Bleu in Paris, the foremost academy of culinary arts, has used his expert knowledge of flavors and spices for many canned, prepared and frozen foods available to the American consumer. His efforts with corned beef hash have succeeded in changing a standard popular food item into a savory taste treat. Claridge Corned Beef Hash is available in 15½ oz. containers.



TASTE TEMPTING illustrations adorn new full-color, litho-printed packages used for frozen meats by Texas Meat and Provision Co., Dallas. The cartons, manufactured by Sutherland Paper Co., Kalamazoo, Mich., are already waxed to eliminate need for overwrap. Texas Meat and Provision uses cartons to merchandise its "Red-T-Kwik" line of fresh frozen meats. Line includes hamburger patties, molded steaks, minute beef steaks and breaded beef, pork and veal.

MORE HOGS

Fall Pig Crop Spurts; Farmers Breed More Sows for Spring

PACKERS will have a much larger volume of pork to process and sell in 1959 as a result of the 17 per cent upward surge in the 1958 fall pig crop (over 1957) and a possible 12 per cent increase in the 1959 spring crop, it was revealed this week by the U. S. Department of Agriculture.

Pigs saved in the 1958 fall season totaled 42,470,000 head, or 17 per cent more than in 1957 and 21 per cent above the 1947-56 average. The 1958 fall crop was the third largest of record, being exceeded only in the war years of 1942 and 1943.

The combined spring and fall pig crops for 1958 were estimated at about 94,806,000 head, about 7,000,000 head greater than in 1957. This was 6 per cent more than both the 10-year average and 1956, but 1 per cent under the 1955 crop.

Farmers' reports on breeding intentions indicate 8,317,000 sows will farrow in the spring of 1959 (December through May). This would be an increase of 12 per cent from last spring, but only slightly above average.

This year's fall pig numbers were above 1957 in all regions of the country, with the heavy producing West North Central region showing the largest increase at 24 per cent. The North Atlantic states were up 3 per cent; East North Central, 14 per cent; South Atlantic, 10 per cent; South Central, 14 per cent, and the West, up 17 per cent.

The number of sows farrowing in the fall of 1958 has been estimated at 5,926,000 head, 15 per cent more than in the fall of 1957 and 12 per cent more than the average. The percentage increase in 1958 fall farrowings from 1957 was 3 per cent more

than indicated by farmers' intentions reports last June 1.

LITTER RECORD: The record 7.17 pigs saved per litter compares with 7.06 in 1957 which was the previous high for the fall crop. The increase in average litter size was general, with all regions showing an increase except the West North Central which was unchanged. This is the seventh straight year of increase in the average pigs per litter for the fall pig crop, and the current litter size is 9 per cent above the 6.60 pigs per litter for the 1951 fall crop.

The percentages of sows farrowing each month during the fall season compared with 1957 were as follows: June 1958, 14.0 per cent compared with 14.4 in June 1957; July, 15.4 compared with 14.8; August, 23.8 and 23.1; September, 25.6 and 26.0; October, 14.0 and 14.6; and November, 7.2 and 7.1.

1958 SPRING CROP: The 1958 spring pig crop has been estimated at 52,330,000 pigs, 1 per cent above 1957. Sows farrowed in the 1958 spring season totaled 7,428,000, 2 per cent more than a year earlier.

Farmers' reports on breeding intentions for spring farrowing show increases for all regions of the country. The North Atlantic states show an increase of 5 per cent; East North Central, up 8 per cent; West North Central, 12 per cent; South Atlantic, 11 per cent; South Central, 21 per cent; and West, 21 per cent. If the intentions for spring farrowings materialize and the number of pigs saved per litter equals the average, with an allowance for upward trend, the 1959 spring pig crop would be 13 per cent more than in 1958, 8 per cent above

average, and the largest since 1951. The intended number of sows for 1959 spring farrow for nine of the Corn Belt states is 10 per cent more than a year earlier. These states are Ohio, Indiana, Illinois, Wisconsin, Minnesota, Iowa, South Dakota, Nebraska, and Kansas and they accounted for 67 per cent of the 1958 United States pig crop.

HOGS IN NINE STATES: The number of all hogs and pigs on farms December 1 in the nine states totaled 41,891,000 head. This was 13 per cent more than the 37,212,000 head a year earlier. Each of the nine states showed more hogs on farms this December 1 than a year earlier. The increases ranged from 4 per cent in Ohio to 24 per cent in Kansas. Other states show increases as follows: Indiana, up 12 per cent; Illinois, 10 per cent; Wisconsin, 5 per cent; Minnesota, 16 per cent; Iowa, 13 per cent; South Dakota, 23 per cent; and Nebraska, 19 per cent. Hogs and pigs six months old and over totaled 15,486,000 head, 3 per cent more than a year earlier. The number under six months of age was 19 per cent more than last December, with an increase of 22 per cent in the three to six months age group and an increase of 16 per cent in the number of pigs under three months old. The 12,574,000 pigs under three months old on farms December 1, 1958 accounted for 30 per cent of all hogs, compared with 10,806,000 head a year earlier, or 29 per cent of the total hogs. Pigs three to six months of age totaled 13,831,000 head, 33 per cent of all hogs this year, compared with 11,367,000 head, or 31 per cent of the total a year earlier.

OLD PLANTATION SEASONINGS

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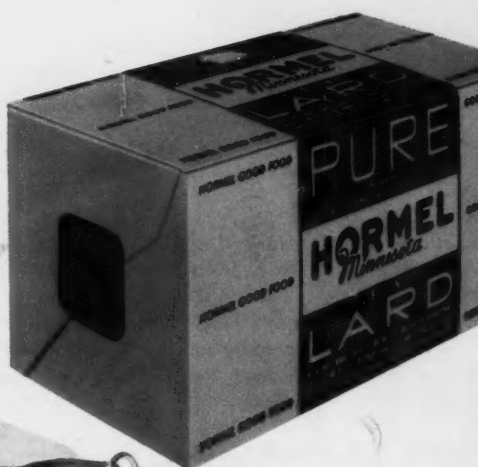
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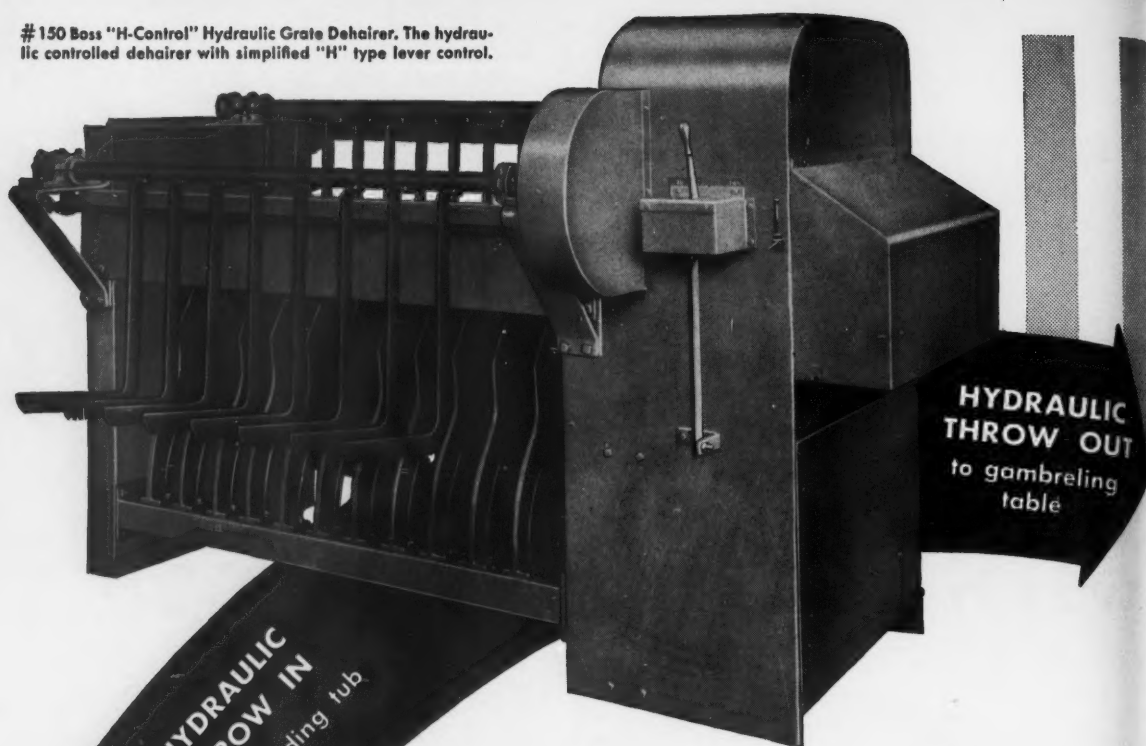
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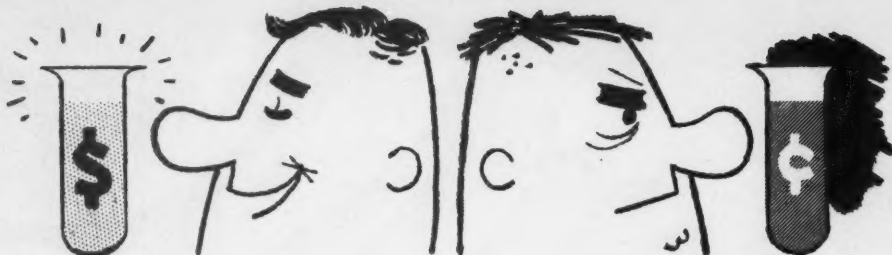
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Use Proper Procedures to Get Light Tallow

MAJOR improvements in tallow production methods over the past decade were discussed by Donald S. Austin of the fats buying service department, Procter & Gamble Manufacturing Co., Cincinnati, at the 25th annual meeting of the seventh regional area, National Renderers Association, in St. Louis.

Quality improvement means more profits for renderers, he pointed out, and these profits often could be realized with existing equipment or with very little additional capital outlay. All fat potentially is light fat, Austin noted, listing some practices to safeguard quality. Some of his comments follow:

The rendering industry has been going through a transition period in recent years. For many years the industry stayed with open kettle and wet rendering, then gradually shifted to dry rendering. About 10 years ago a renewal of interest, both in improved quality of inedible tallows and greases and in new methods of raw material handling and processing, became apparent.

What has brought about this increased interest in both quality and production equipment and methods? It is consumer demand for finished products of higher quality. This consumer demand for better products has caused the fat buyer to purchase fats of higher quality at higher prices. In turn, this has led to the establishment of justified price differentials between the various grades. Thus, an incentive has been created for the renderer to produce high quality fats, particularly since in many instances the price differential premium is actually in the nature of a bonus.

We believe the remarkable improvement shown in the quality of the inedible tallows and greases purchased by P & G is typical. This change has affected both the total supply of light colored fat available and the overall characteristics of the

fats in the various commercial grades.

Over the years the housewife has demonstrated that she prefers and is willing to pay for a high level of quality in the products she uses. Soap is no exception to this trend, and whiteness normally has been taken to be indicative of high quality.

WHY LIGHT FATS? Even if the finished soap has color added, the base soap must be white or a muddy appearance results. As the color of the tallow and grease from which it is made determines the color of the resultant soap, especially when made in the kettle boiling process, the soap-maker has paid premiums to buy the lighter grades of fat. The inadequate domestic supply of light tallow and greases prior to 1940 was supplemented by imported light tallow as well as such substitutes as marine oils, etc. However, when we returned to a more nearly normal domestic fat supply some 10 years ago, sufficient light fat was still unavailable to meet the industry's growing demands and sizeable imports were not available.

In 1947 a total of approximately 1,500,000,000 lbs. of tallow and grease was used by the soap industry. Using the refined and bleached color to classify light fats because it correlates better with final soap color than raw or FAC color, only 25 per cent of this 1,500,000,000 lbs. was light in color using the usual color level of 3.0 red. The remainder of the supply was equally divided between intermediate and dark grades. Thus, less than 500,000,000 lbs. of tallow and grease were available to the soap-makers producing really white products. This was far short of the demand for such fat.

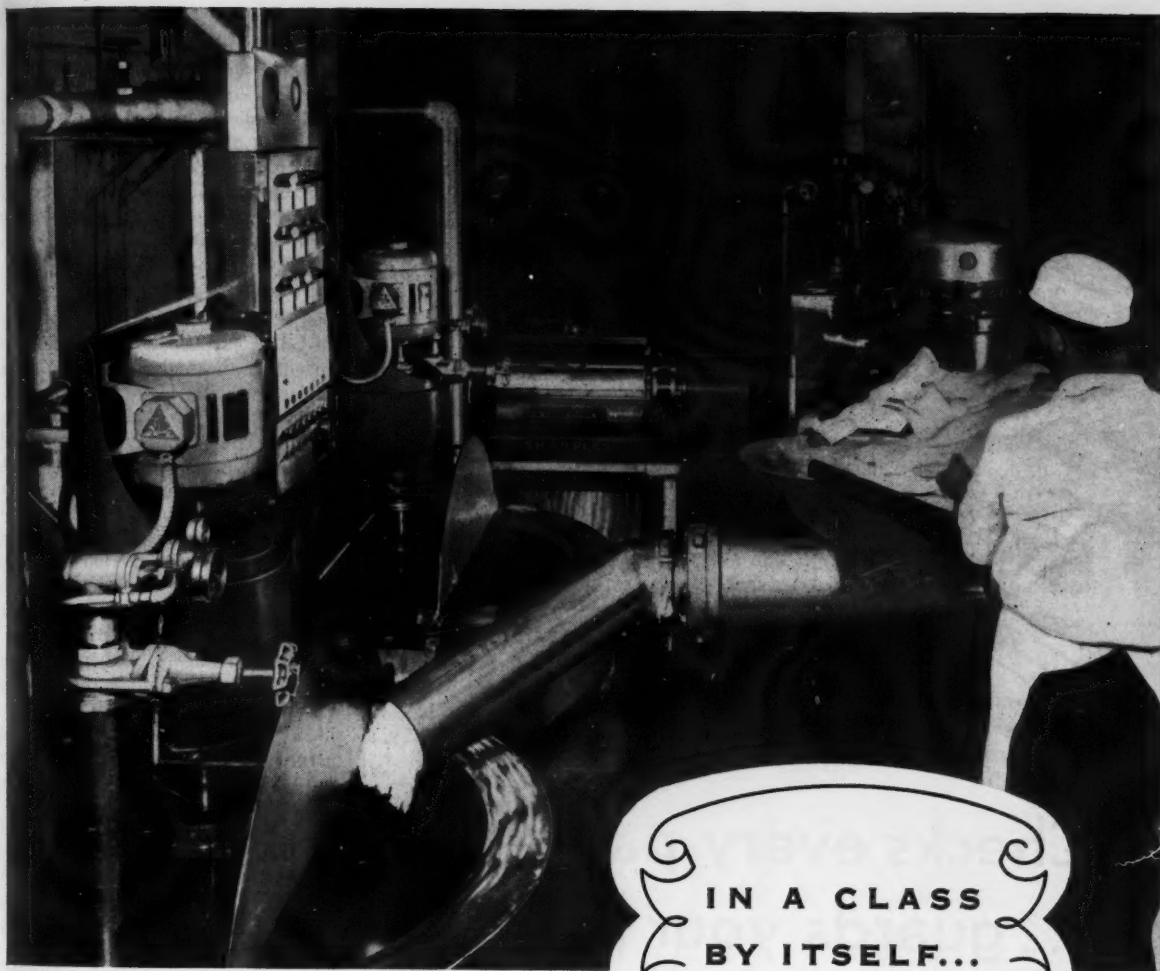
In 1957 a total of 1,194,000,000 lbs. of tallow and grease was used in soap. This does not include that used in synthetic detergents. Of this total, 70 per cent or 836,000,000 lbs. were available for light colored soaps. The intermediate grades were vir-

tually eliminated and the dark grades decreased slightly to 30 per cent.

Not only has the portion of the supply available as light fat been greatly increased but an equally important improvement in the quality of the fat in the various grades has been obtained. Thus, for light fats, for example, the average color today is 46 per cent lower than in 1947, the ffa. is 15 per cent lower, and moisture and impurities are one-third lower. Extra premiums available to producers have been substantial.

Twice in the past 10 years the introduction of improvements in the quality of our soap has made necessary the purchase of substantial amounts of tallow and greases of higher quality than was available generally before. In terms of the trading grades, the best inedible tallow prior to about 1950 was fancy tallow which was defined as a fat of 7 FAC color or lighter. However, the trade specifications did not include a limit on the very important refined and bleached color. A fair amount of fancy tallow was not bleachable below the desired limit of 2.0 Lovibond red and thus was not usable in the top grade soaps. Therefore, the premiums paid for such fat were a loss to the buyer. It was possible to work with the renderers to develop the proper processing techniques to produce fat at a 2.0 maximum RB color regularly, and sufficient became available to permit establishment of a bleachable fancy tallow grade.

A more difficult problem was faced within the past two years when an improvement in our top grade milled soap created the need for substantial quantities of tallow and grease which had to be of a quality far higher than anything available before. Hereofore, the best commercial grade of inedible tallow was fancy bleachable and this was considered to be very superior in quality. For our new grade, we set standards which meant the



SHARPLES Low Temperature Rendering installation in the plant of TRUNZ, Inc., Brooklyn, New York.

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Discriminating renderers

are realizing in the Sharples Low Temperature Rendering Process, superiority of fat products, and high profits from the production of edible partially defatted protein tissue which has found use in certain meat products, in accordance with Federal Regulations.

Your rendering operations too, can reflect the experience and creative engineering which is synonymous with the name Sharples.



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Selectrol eliminates the need for time-consuming individual weighing of packaged items such as franks, sliced luncheon meats and bacon. Selectrol is an automatic checkweigher that fits into your production line where packages leave packers. It weighs, sorts and counts every package at speeds up to 100 units per minute. Overweights and underweights are smoothly diverted to separate lines for correction. Tolerances are adjustable and rejection accuracy can be held to one gram. Statistical automatic control unit available as companion equipment.

Selectrol is made by the Exact Weight Scale Company and backed by more than 17 years of experience in hundreds of successful installations. For complete details on Selectrol for automatic weighing of meat products, write for Bulletin 3269.



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Sales and Service Coast to Coast

BETTER QUALITY CONTROL . . . BETTER COST CONTROL

process of deterioration in the raw materials had not proceeded to more than one-fourth to one-half that permitted by bleachable fancy. A more rigid application of the techniques that had already proved successful again gave confirmation that they are right by providing fats of the desired quality even through the summer months—understandably the lowest period of fat quality.

MORE PROFITS AVAILABLE:

How many companies today are losing out on profits because their products are not of the highest possible grade that is available from their raw materials? There are probably quite a number. These profits I speak of could in many instances be realized with the existing equipment or with very little additional outlay of capital.

As an example of the magnitude of the increase in profits that has been obtained in recent years through combined manufacturer-buyer efforts, the following is of interest.

I have made a rather judicious selection of 14 of our suppliers with whom we have worked. These suppliers have all shown increases in quantity as well as quality of production, but the range in their monthly output is from one to seven cars.

Using their current production and calculating the increased profits on the basis of present quality, these 14 plants had a total combined increase in profits of \$354,950 per year. This is an average of \$25,352 per plant.

As another more specific example, one of our midwestern suppliers had been producing one grade, bleachable fancy tallow, from his entire production. By simply segregating his trap fats, improving his offal cleanup and using the TSP wash, he produced top white tallow and off-"B" white grease. From January 1 through March 3, 1958 we paid him \$5,020 in extra profit over bleachable fancy. Actually, this represents only a portion of the overall dollar profit that has been realized during the past few years. The firm's output actually has been improved from special to top white tallow. On today's market, this represents a premium of approximately $\frac{3}{4}$ ¢ per pound.

Since quality improvement means more profits, how do we get it?

1) You must have a thorough knowledge of rendering principles.
2) You must have adequate and mechanically sound equipment.

3) You must have good supervision with a desire and a constant enthusiasm continually to seek improvement in all phases of your operation. To stand still will eventually cause you

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WRINKLES!

**If you wrap hams, butts, picnics or any other bulky item in transparent film,
YOU NEED A GREAT LAKES SHRINK TUNNEL!**

Automatically, in seconds, this unit makes heat-shrink wraps fit skin tight. Takes out every wrinkle and fold. Works like magic on even the most awkwardly shaped items. Gives increased sales appeal, extra resistance to handling and improved shelf life at no higher film cost, no added labor cost.



Great Lakes Shrink Tunnel Unit at left is set up for two operators. Has double wrapping stations with inset sealing plates and individual film dispensers. Shrinks wraps by rapidly swirling dry heated air over product—no messy water or steam to increase cleanup and upset refrigeration.

Shrink Units in junior or senior sizes are available for shrinking only, or with added wrapping tables, or as part of complete line with up to eight wrapping stations. They are used extensively on or with most packaging machines using shrinkable films. Choice of conveyor length with single or multiple belts. Can be set up to give any production or fit any floor space. Let us help you plan your installation!



Great Lakes

STAMP & MFG. CO., INC.

2500 Irving Park Road

Chicago 18, Illinois

to go backward instead of forward.

4) A source of good raw materials.

Fat rendering is based on scientific principles that can be applied either to replace or supplement the knowledge which has been passed along by word of mouth.

To most of us rendering means the release of visible fat from fatty tissues. To be brief, the fats stored in animal bodies are in the form of tiny globules, each globule being inside a living cell. These globules are very small and vary greatly in size but, if we take the largest, about 3,000,000 are needed to make a pound of fat and with the smallest, the number is more in the magnitude of 1,000,000,000,000.

GOOD PROCESSING PRACTICES: It is general knowledge that there is little natural coloring material in the fat of a freshly slaughtered animal and that prompt rendering under good conditions produces high quality fat, light in color and low in ffa. Poorer grade fats are caused by damage to the fat either from poor rendering practice or exposure. In other words, all fat potentially is light fat and fats that grade lower simply reflect the degree of abuse they have received.

Since the raw fatty materials are perishable, many dollars are lost because the final product is downgraded even before the raw materials are processed. Therefore, your plant should be geared to be able to process the raw materials within a very limited time after receipt at the plant. This may mean odd shift work or even reorganization of trucking.

Raw materials should be carefully segregated by grade; fresh, clean material will make light fat of low ffa. content. Dirty or decayed material will make dark fat of high ffa. content. All raw materials should be ground to a uniform size before rendering and all manure bearing offal thoroughly hashed and washed.

It has been found to be particularly advantageous to maintain 5 to 10 psi. jacket steam pressure all during the loading cycle. Doing this will stop bacterial action and destroy fat-splitting enzymes that create ffa. Cooking must be carefully controlled with the lowest jacket pressure that will cook in a reasonable time. Usually 60 psi. is enough. The end point should not exceed 235 to 240° F. Finish temperatures above this limit may seriously damage the refined and bleached colors of potentially light fats.

Settling is the normal method of removing moisture and impurities. Fat should always be heated to 180°F.

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and allowed to settle at least eight hours. However, either brine or TSP washing is added insurance in producing clean tallow, and usually gives the added benefits of lighter colors and slightly lower ffa.

Fat in storage should be kept as near as possible to the original quality. Clean, dry fat stored at ordinary temperatures in clean tanks will keep very well. Fat in the presence of moisture and impurities breaks to form free fatty acids and glycerine. The color darkens at the same time.

Again I would like to emphasize that rendering is based on sound chemical engineering principles and success is not achieved through a series of lucky guesses. Quality improvement can be attained when you have the basic fundamental principles well applied, good supervision, sound equipment and a constant enthusiasm for improvement. Quality improvement means added profits.

AMI Foundation Finds New Feed Uses For Blood Meal

Owners of slaughtering plants, as suppliers of blood meal, and feed manufacturers, as users of this by-product, are intensely concerned about a new animal feeding value placed on the nation's annual output of 160,000 tons. The monetary value, based on NP's market quotations, totals \$19,680,000.

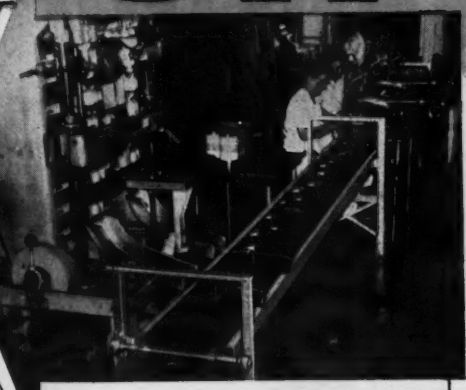
The American Meat Institute Foundation has just completed a comprehensive report on the value of blood meal as a feedstuff. The research was conducted by O. G. Rasmussen, C. Richard Myers, Michael M. Darrow and O. H. M. Wilder. The report is titled "AMIF Bulletin 39."

The report points out that a 2 per cent level of blood meal fed to chickens, using the corn and soybean oil meal basal ration, gave a greater growth response than did any of the higher levels of blood meal. In the chick rations, where meat and bone meal was the principal source of protein, the 4 per cent level of blood meal resulted in the largest weight gains obtainable in the experiment.

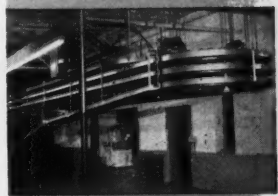
The Foundation report further indicates that various amounts of blood meal were fed to laboratory animals to determine the optimum level for supplementation of ordinary swine rations. The results indicate that the addition of 2 to 3 per cent of blood meal increases weight gains over a basal ration composed mainly of corn and meat and bone meal. Swine-type rations, made up of corn and meat and bone meal, are often made more efficient by the addition of 2 per cent dried blood to the ration.

LOOK

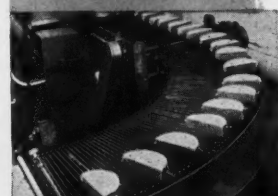
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Write today for detailed information or conveyor system planning assistance. USP representatives will gladly supply the facts—without obligation.

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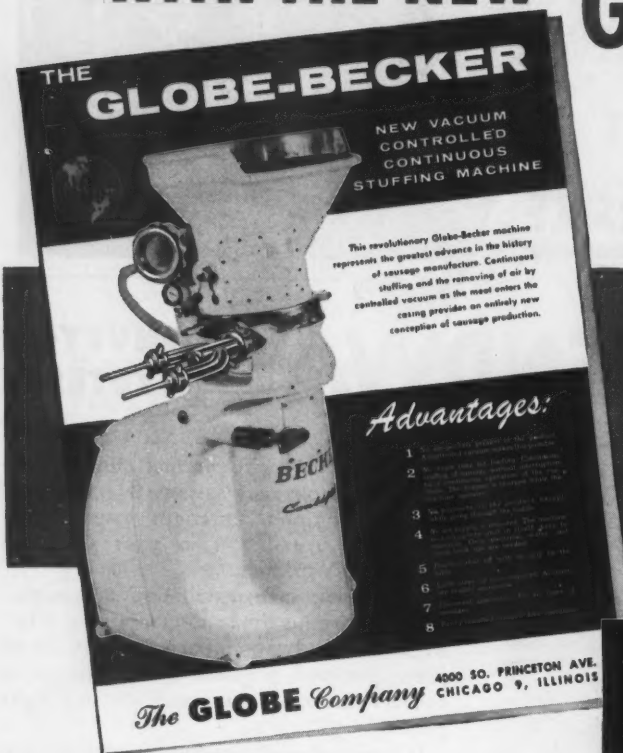
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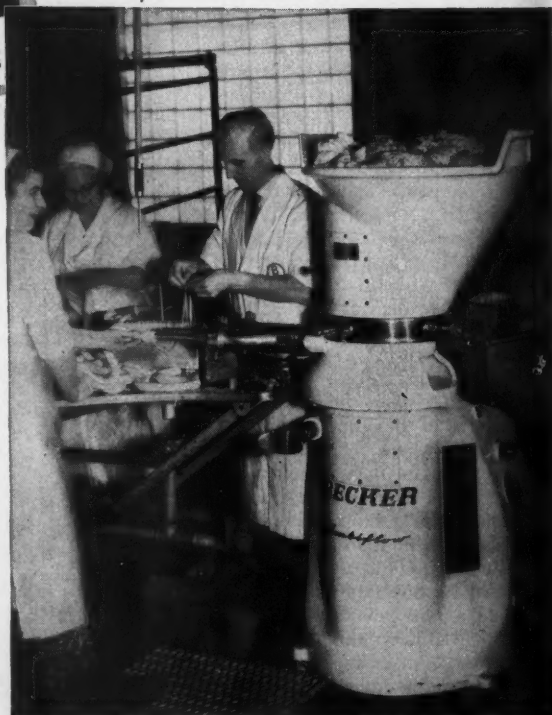
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The Meat Trail...

Leonard Pfaelzer Elected President of Pfaelzer Bros.

LEONARD PFAELZER has been elected president of Pfaelzer Brothers, Inc., Chicago purveyor of meat, seafood and poultry to restaurants and institutions. Pfaelzer, who joined the firm in 1924, had been serving as executive vice president before his election to the firm's presidency. He succeeds his brother, ELLARD PFAELZER, who has been elected to the newly-created post of vice chairman of the board. MONROE PFAELZER remains as chairman of the board.

Leonard Pfaelzer has been closely associated with the company's sales and merchandising programs since he joined the company. When the firm entered the institutional field, Pfaelzer traveled the country extensively to learn first-hand the specific problems and needs of restaurant and hotel operators. He developed an intimate knowledge of his customers' operations and, as a result, was able to pioneer many of the methods which are now accepted as standard practice by institutions.

He set up the company's national sales organization and, as sales manager, inaugurated a specialized training program for salesmen based on a complete knowledge of the firm's product line and all phases of institutional kitchen operations. He became

vice president in charge of sales in 1948, a position he held until his election as executive vice president of Pfaelzer Brothers in 1956.

Pfaelzer Brothers, which was found-



L. PFAELZER



E. PFAELZER



M. PFAELZER

ed in 1918, was the first company to provide a specialized meat supply service for restaurants and institutions. The company also supplies its products by mail order to consumers through its home service division.

Klarer Acquires Arabi and Dixie Firms in Louisiana

The Klarer Co. of Louisville, Ky., has acquired more than 80 per cent of all the outstanding capital stock of Arabi Packing Co. and its wholly-owned subsidiary, Dixie Packing Co., both of Arabi, La., THEODORE H. BROECKER, board chairman of Klarer, has announced.

Price of the purchase was not dis-



T. H. BROECKER

closed, but Broecker said the stock was bought from a small group of individuals. With the purchase of these two companies, Klarer now operates five divisions. The Klarer firm acquired Emmart Packing Co. by merger in 1957 and previously had taken over Louisville Provision Co. in 1947 and C. F. Vissman, Inc., in 1950. All three firms are being operated by Klarer as separate divisions.

The purchase of the two Louisiana meat packing companies will give Klarer an additional 200 employees, raising total employment to nearly 1,500 persons. FRED DYKHUIZEN will continue as manager of both the Arabi and Dixie operations.

The addition of the two firms marks the first time Klarer has acquired any operations outside of Louisville. "This will enable Klarer to serve its southern territory better and improve our position in the Cuban and Puerto Rican markets. It also will enable us to expand our market in the Caribbean to South America," reported G. J. AMSHOFF, president of The Klarer Co.

JOBS

Food Management, Inc., Cincinnati, has been retained to manage Gold Medal Packing Corp., Utica, N. Y., which recently was purchased by New York and Philadelphia interests. However, NORMAN BRAMMALL, president of Food Management, Inc., is not an officer of Gold Medal Packing Corp. as reported in the NP of December 6. JOHN C. WEIST of Cincinnati is president of the reorganized Utica firm; LOUIS J. D'ACOSTINO, former general manager, is vice president, and IRVING GROSSMAN is secretary.

REIN THOMASMA has been appointed sales promotion manager and WILLIAM KRONERT has been appointed manager of the specialty food division of Johnson & Schmidt Provision Co., a subsidiary of The Schmidt Provision Co., Toledo, O. Thomasma had previously served with Thomasma Bros. Packing Co. of Grand Rapids, Mich. Kronert was formerly with Marhoefer Packing Co., Inc., Muncie, Ind., and Armour and Company.

Two new appointments in the foods division of Armour and Company, Chicago, have been announced. WILLIAM J. OHL has been named manager of engineering for Armour foods, a new position. Ohl, who has filled various engineering assignments for



GOLD EMBLEM in recognition of 50 years' service in the meat industry has been awarded to Gaston Escoube, retiring member of the foreign relations and trade department of the American Meat Institute. Photo shows chairman of the AMI's foreign relations and trade committee, Chris T. Marsau (left) of The Rath Packing Co., presenting the award to Escoube (center), as Minor Conn of Swift & Company observes ceremony.

several leading corporations, will supervise the construction and maintenance, methods and industrial engineering departments. CARL O. WESSMAN has joined the company as budget manager for Armour foods, a new position on the controller's staff. Wessman has had extensive experience in the industrial planning, forecasting and budgeting fields.

DONALD L. LUND has been named district sales manager for the metropolitan New York area of John Morrell & Co., Chicago. He succeeds DAVID KATZ, who resigned recently. Before his promotion, Lund was car route sales manager in New York City. He will continue in this assignment in addition to his new duties. Lund will be responsible for all selling activities in the district, except for carlot beef sales.

C. HARMON UTLEY has been promoted to the office of vice president in charge of sales promotion at Marhoefer Packing Co., Inc., Muncie, Ind., according to JOHN H. MARHOEFER, president. Utley, a 39-year veteran of the meat industry, has been associated with Marhoefer Packing for the past 11 years.

PLANTS

Hygrade Food Products Corp., Detroit, is formulating plans for expansion and relocation of some of the company's New York City facilities, due in part to pending acquisition of some of the properties by the New York City housing development program, HUGO SLOTKIN, president and chairman, said in the company's annual report for 1958. The modernization program in the Hygrade plant at Richmond Va., is "progressing satisfactorily," he reported. Negotiations are underway for the sale of the smaller Hygrade plant in Philadelphia, Slotkin said. The company obtained larger Philadelphia facilities last May by purchasing Girard Packing Co.

RAY CAPLENOR has acquired the interest of W. L. ANDERSON in Dixie Sausage Co., Lebanon, Tenn. The concern slaughters and processes pork, veal and beef, serving middle and eastern Tennessee.

An inedible rendering plant is being constructed by Stark, Wetzel & Co., Inc., behind its plant on W. Ray st. in Indianapolis. All the equipment previously used at the Gardner lane and Ray st. plants will be housed and operated in the new building. Chutes and conveyor systems will eliminate much handling. Inedible products will

travel through chutes from the killing or offal floor directly into the new building. The new construction will also house eight cookers; six storage tanks, ranging in capacity from 5,000 to 60,000 lbs., and other rendering equipment. A grinding room, an extraction room and a cooking room will be on the ground floor.

The St. Joseph, Mo., plant of Armour and Company has taken over the sheep killing operations formerly handled at the company's Kansas City plant, according to HAROLD GLASS, general manager of the St. Joseph plant. The Kansas City plant, in turn, will take over the calf kill operations of the St. Joseph plant. The St. Joseph plant will continue to purchase calves, but will ship them to Kansas City for processing.

JOHN STRATMAN has opened a new sausage plant and meat market at 164 N. E. 54th st., Miami, Fla. Stratman has another sausage plant and market at 572 N. E. 125th st. in North Miami, which he has operated for 14 years. The new plant is equipped to manufacture more than a dozen varieties of sausage.

Carr Packing Co., Inc., of Albany, N. Y., is planning a \$150,000 addition which will double its facilities. A two-story brick addition will be constructed adjoining the main four-story building. The expansion will mark the firm's entry into the frozen meat processing field.

Arthur Meat Packing Co., Bourbon, Ill., has been issued a corporate charter authorizing the firm to slaughter, render, buy, sell and deal in hogs, cattle and all classes and description of livestock. The charter authorizes issuance of 200 shares of class A stock of no par value. Incorporators were WALTER H. GINGERICH, MARTHA GINGERICH and HENRY PLANK.

TRAILMARKS

L. E. WINNETT, vice president of John Morrell & Co., Chicago, has



L. E. WINNETT

been appointed a member of the sales and merchandising committee of the American Meat Institute, HOMER R. DAVISON, AMI president, announced. The sales and merchandising committee consists of sales managers and sales executives in the meat industry. The purpose

of the group is to maintain contact for the Institute with the retail trade. The committee also supervises a sales training program.

R. B. HIXSON has announced the formation of a brokerage firm serving the meat industry under the name of Hixson & Sons. The new firm is located in Hinsdale, Ill., and the telephone numbers are FAculty 5-0110 and FAculty 5-0111.

GOTTFRIED O. MAYER, executive vice president of Oscar Mayer & Co., Madison, Wis., has been appointed to the Madison Chamber of Commerce board of directors. He replaces CARL G. MAYER, vice president of the firm, who recently resigned from the Chamber's board.

Col. JAMES P. LITTLEJOHN will take over as commandant of the Quartermaster Food and Container Institute for the Armed Forces, Chicago, on February 6, replacing Col. ERVIN L. KEENER, who will become deputy commander of the Utah General Depot at Ogden. Col. Littlejohn recently completed a term of duty in Korea, where he served as senior Quartermaster advisor to the Republic of Korea.

THOMAS R. BRADLEY, 65, and C. C. RICKHOFF, 68, department managers at The Rath Packing Co., Waterloo, Ia., have retired. Bradley began his career at Rath in 1934 as a route salesman. He managed Rath's Cleveland office from 1936 to 1943. He then took a leave of absence to serve with the Office of Price Administration in Washington, D. C. In 1946, Bradley organized and became manager of the institutional department at Rath. In 1947 he established the poultry department and 1955 he set up the institutional frozen food sales department. Rickhoff has served Rath for 37 years as the company's credit manager. From 1944 to 1948 he served as a member of the board of directors of the National Association of Credit Managers.

An insurance committee has been appointed by E. F. FORBES, president and general manager of the Western States Meat Packers Association, to advise the trustees of the various insurance programs carried on by WSMFA for the benefit of its members. In addition to Forbes, committee members are: LOUIS HAGEMAN, Luer Packing Co., Los Angeles, chairman; ALLAN PETERSON, Walti Schilling Co., Santa Cruz, Calif.; ROBERT POER, Tempe Meat Co., Tempe, Ariz., and EUGENE MALO, Del Monte Meat Co., Portland, Ore.

Proposal Would Shift State Meat Inspection in Florida

Responsibility for state meat inspection in Florida would be placed under a new division of animal industry and financed by funds of the state department of agriculture under a proposed plan for reorganization of the state's agricultural agencies.

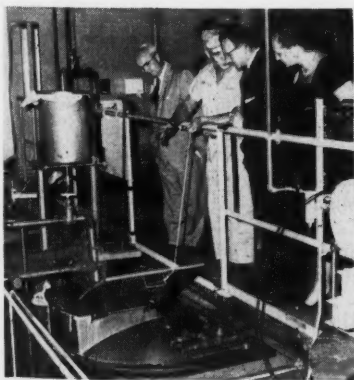
The plan has been advanced by a special committee of Florida legislators and agricultural representatives, headed by Senator Tom Adams of Orange Park as chairman.

The Florida livestock sanitary board now handles state meat inspection. Although both houses of the last legislature passed bills providing for state-paid inspection, the legislation was vetoed by the governor.

The proposed reorganization was endorsed by directors of the Florida Cattlemen's Association at a recent meeting in Kissimmee after Senator Adams explained the plan and pointed out that the livestock industry's desire to retain a livestock board comprising livestock men had been incorporated.

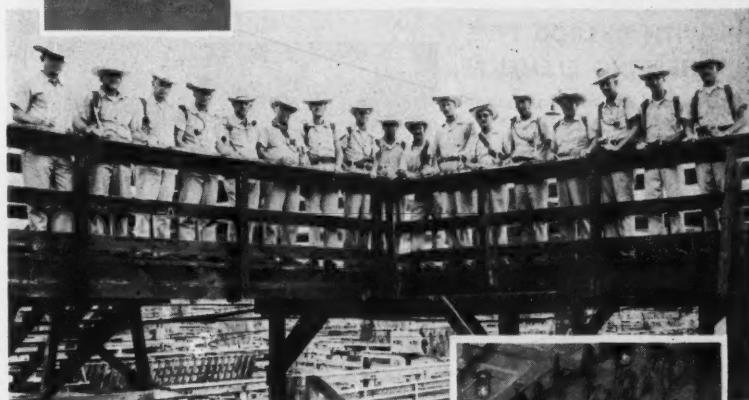
The livestock board would act as a subcommittee of a proposed agricultural advisory council and would have the function of confirming appointment by the state agriculture commissioner of the director of the division of animal industry.

Present plans, Adams said, call for the subcommittee to be composed of seven livestock men, with the commissioner of agriculture to make the appointments from nominations submitted by statewide organizations that represent the beef cattle, dairy cattle, swine and poultry interests.



EARLY STEP in production of Prague powder is explained by employes during open house at new 60,000-sq.-ft. plant of The Griffith Laboratories, Inc., at Union, N. J. Visitors view makeup tank in which ingredients of curing pickle are agitated and boiled. Solution later is filtered and evaporated, leaving crystals. New plant will serve eastern U.S. and part of company's export market.

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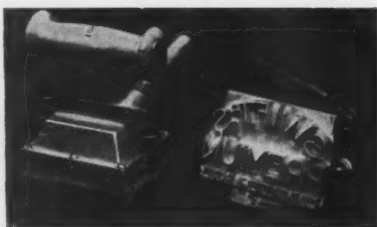
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Designed for marking ham or bacon after coming out of brine. Thermostat heat control sears and dries ink immediately so that wrapping can be done without danger of smearing.

Branding dies are interchangeable. Available for use on 110 or 220 volts. Please state voltage required.



*Manufacturers of Meat Marking Equipment
since 1920*



EVERHOT MFG. CO.
MAYWOOD, ILLINOIS

pink and plump

Appearance sells 'em

- Fine Flavor keeps 'em sold

MAYER'S

Ready-Mixed

**PORK
SAUSAGE
SEASONINGS**

Available in a variety of formulations . . . in regular strength, light sage, no sage or southern style. In natural spice, semi-soluble or completely soluble types.



H. J. MAYER & SONS CO., INC.

6813 South Ashland Avenue—Chicago 36, Illinois—Plant: 6819 South Ashland Avenue
In Canada: H. J. Mayer & Sons Co. (Canada) Limited, Windsor, Ontario

Labor Law Developments In the State Capitals

Although Kansas voters adopted a so-called "right-to-work" state constitutional amendment at the general election, doubt has been expressed by some legislators that the measure can become operative unless the 1959 legislature enacts implementing legislation providing penalties for violations. Any move for such legislation would be certain to stir up a violent controversy during the 1959 session, and also would face a veto by the governor of Kansas.

L. E. Weiss of Augusta, president of Kansas for Right to Work, which sponsored the amendment, contends no implementing legislation is necessary and has announced his group not only will seek no such legislation but "we probably will oppose it vigorously" if it should be submitted. Although a constitutional amendment in Kansas is not self-enforcing, Weiss said his group's legal advisers had suggested that enforcement could be obtained by injunctive action in the courts.

Kansas Secretary of State Paul R. Shanahan expressed the opinion that the "right to work" amendment becomes operative with the certification of election returns by the State Board of Canvassers.

Kansas was the only state in which the voters favored a "right to work" proposal at the general election. Similar proposals, to prohibit the union shop and other forms of union security contracts, were rejected in California, Ohio, Colorado and Washington.

This expression of voter opposition to such measures is giving rise to a movement for new federal legislation aimed at invalidating restrictive state laws of this type. It also is stimulating plans of organized labor to seek repeal or modification of such laws in the 19 states in which they now exist.

In addition to Kansas, the other states are Alabama, Arizona, Arkansas, Florida, Georgia, Indiana, Iowa, Mississippi, Nebraska, Nevada, North Carolina, North Dakota, South Carolina, South Dakota, Tennessee, Texas, Utah and Virginia.

Time Chicago Barrow Show

Dates for the 1959 Chicago Barrow Show have been announced by show officials. The live show will be held on February 17-18, and the carcass show on February 20. The International Amphitheatre will be the scene of the live hog show and judging and displaying of the carcasses will take place in the coolers of the Reliable Packing Co., Chicago.

Ohio Packing Has Three-Species Killing Floor

[Continued from page 15]

processing, according to estimates by Edward Wilke. Hides are chuted to the basement for curing and are lifted thence with a conveyor.

The small stock area is next to the beef viscera workup section. After the calves have been washed and legged and the sheep pelts have been removed, the carcasses are conveyed by a powered section of the runaround conveyor to the same viscera inspection facilities used in hog dressing.

The third section of the floor contains the Boss hog scalding tank, dehairing, gambreling and singeing equip-

the rails at each end. While it is designed to handle beef, hog carcasses can also be chilled here.

The addition has a poured concrete floor and foundation with cement block walls and a precast cement roof. The rail system is supported by steel beams. The killing floor is virtually free of supporting columns. The walls in the department are finished with pastel green tile to splash height.

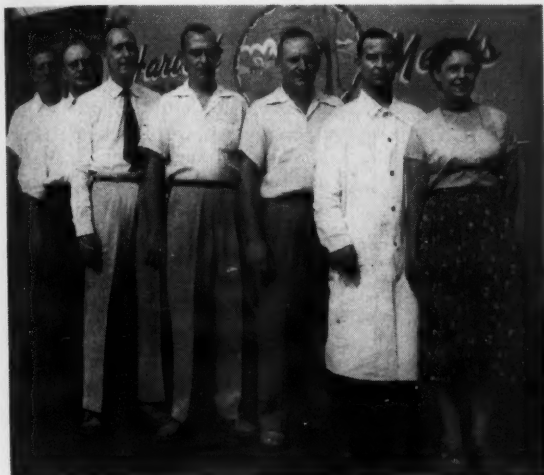
Where cleanup water may be needed on the floor, such as at the pritch plates, full hoist, viscera conveyor, etc., ceiling-suspended water lines terminate in trigger-type spray heads. Soil can be rinsed away quickly without dragging hose across the floor or excessive walking by the butchers. Standard high pressure connections are available for the nightly sanitizing.

The roof is supported by steel trusses. Plastic skylights sealed into the roof admit a high level of natural light and require virtually no maintenance. Artificial lighting provides 50 foot candles at inspection and critical work stations and a general 20 foot candle level through the balance of the area.

Although the plant is not federally inspected, the new kill floor was built to conform to federal specifications, according to Wilke.

The plant section formerly devoted to slaughtering has been razed and a sausage processing addition is being constructed there. After this project has been completed, new smokehouses will be installed.

Miscellaneous improvements about the plant include the installation of new refrigeration equipment, a frankfurt



MEMBERS of Wilke brothers management team include: Rhinehart, head cattle buyer; Edward, president; Carl, assistant treasurer; Herbert, secretary; Donald, treasurer, and Walter, vice president. A sister, Mrs. Hattie Middleton, is bookkeeper for the company.

ment. This area is partitioned from the rest of the floor. The singed hog glides into the finger conveyor and is carried past the shaving stations, the washing cabinet and head dropping location where the conveyor makes a right angle turn and brings the carcass—hog, sheep or calf—parallel with the modern double-pan viscera inspection conveyor.

Condemned viscera are deposited in a truck for movement to a chute in the beef viscera area. Employment of a single chute for this purpose simplifies the job of charging the inedible trucks in the basement and limits the space devoted to this purpose. The walled-off inedible charging area is next to the beef viscera section. This section has chutes for hard and soft material and hoses for sterilizing and cleaning trucks.

The hog neck washing station also is used for washing the cavities of the sheep and calves. The washed carcasses are switched out onto the rail cross tie that connects with the beef dressing rail just ahead of the scale.

Finished carcasses can be moved into the new 150-head hot carcass cooler with its York refrigeration units above



PLANT transformer station capacity has been boosted to 100 KVA.

peeling and packaging line and a conveyor for the assembly of portion-cut meat orders. The packing cooler has been finished with Master Mechanics' "Sanitile." The staff is pleased with the performance of this easy-to-clean wall coating.

About 12 months ago the company acquired a 125-hog capacity Fruehauf livestock van hauled by an International tractor. This unit has been put to good use, according to livestock buyer Rhinehart Wilke, and has already logged over 82,000 miles.

All equipment for the killing department was furnished by Cincinnati Butchers' Supply Co.

Jerry Corwin is plant superintendent for Ohio Packing Co. and Monty Corwin is master mechanic.

Pfizer To Sponsor Feeding Contest For Hog Producers

The agricultural division of Chas. Pfizer and Co., Inc., will offer all-expense paid trips to Europe as prizes in a nationwide hog feeding contest.

The contest is part of an educational program centered around the benefits of life-cycle feeding of hogs. The top four winners in life-cycle feeding and management of swine will win trips to Europe.

The contest will begin February 15,

1959, giving hog growers an opportunity to apply the life-cycle concept to one segment of their operation. Participants in the contest will be judged on the basis of average daily gains figured from final 140-day weights of their swine.

TASTES DIFFER

ASK MILWAUKEE SPICE MILLS
TO FORMULATE A PORK SAUSAGE
SEASONING FOR YOUR AREA



Our sincere appreciation
for your business this past year

PITTOCK AND ASSOCIATES

GLEN RIDDLE — PENNSYLVANIA

**PORK • BEEF • LAMB • VEAL
CANNED MEATS
COMMERCIAL SHORTENINGS
NATURAL CASINGS • DRY
SAUSAGE • LARD FLAKES**

THE RATH PACKING CO., WATERLOO, IOWA



Flashes on suppliers

CHAS. PFIZER & CO., INC.: Five regional representatives have been added to the chemical sales division of this New York company. In the Western region, JAMES M. DUGGER will cover Arizona, New Mexico, Los Angeles and southeastern California. In the Eastern region, WILLIAM B. FINN will cover parts of Virginia and Pennsylvania. In the Midwest region, WARREN J. PETERSON will cover Kansas and parts of Missouri and Colorado. VINCENT J. SHANAHAN will cover northern Illinois. In the southern region, H. DUKE WILLIAMS will cover Arkansas and parts of Tennessee, Mississippi and Alabama.

RHINELANDER PAPER CO.: The appointment of P. D. LARSEN to manager of the recently established central sales district has been announced by the Rhinelander, Wis., glassine and greaseproof manufacturing company. He will direct the district sales activity from the Chicago office. Sales representatives in the central district with offices in Chicago are R. A. WESLEY, R. W. KUNDE and R. C. RAHR.

AMERICAN VISCOSE CORP.: BASIL F. MILICAN has been promoted to Atlanta district sales manager of the film division of this Philadelphia firm, according to THOMAS O. WILLIAMS, general sales manager. Millican was formerly special representative for Avisco cellophane in the Atlanta area.

SUTHERLAND PAPER CO.: This Kalamazoo, Mich., paper firm has announced that WILLIAM VAUGHAN will take over the Chicago sales territory formerly held by HENRY R. CARNEY. Vaughan's territory in the Louisville-Indianapolis area will be taken over by JOHN P. MALINOWSKI.

OLIN MATHIESON CHEMICAL CORP.: THE RYAN GROCERY Co., Billings, Mont., has been selected to distribute Olin cellophane in southern Montana and northern Wyoming. It was announced by JOSEPH MCINTOSH, general manager.

ROSSOTTI LITHOGRAPH CORP.: The selection of Miss MIRIAM MORRIS as sales promotion manager of the packaging consulting division of this North Bergen, N. J., package printing firm has been announced. The company maintains branches in New Orleans, Orlando, Chicago, San Francisco and San Juan, Puerto Rico.

ALL MEAT . . . output, exports, imports, stocks

Meat Output In Second Weekly Slump

Meat production declined for the second straight week, as producers began a slowdown in livestock marketing with the approach of the holiday season. Volume of production under federal inspection for the week ended December 20 fell 6 per cent to 394,000,000 lbs. from 420,000,000 lbs. for the previous week and was about the same as last year. Cattle slaughter was down by about 27,000 head for the week, and was smaller than last year by about the same number of head. Hog kill declined by about 38,000 head from the previous week, but numbered a shade larger than last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
Dec. 20, 1958	318	188.6	1,320	183.3
Dec. 13, 1958	345	208.4	1,358	188.9
Dec. 21, 1957	346	192.1	1,319	177.2

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Dec. 20, 1958	112	11.6	201	9.6	394
Dec. 13, 1958	106	11.1	251	11.8	420
Dec. 21, 1957	145	14.9	209	10.0	394

1950-58 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-58 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHT AND YIELD (LBS.)					
Week Ended	CATTLE		HOGS		
	Live	Dressed	Live	Dressed	
Dec. 20, 1958	1,050	593	245	140	
Dec. 13, 1958	1,060	604	244	139	
Dec. 21, 1957	1,022	555	238	134	

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
Dec. 20, 1958	190	104	99	48	—	—
Dec. 13, 1958	190	105	98	47	—	43.4
Dec. 21, 1957	187	103	99	48	14.3	44.8

AMI PROVISION STOCKS

Provision stocks as reported to the American Meat Institute totaled 98,400,000 lbs. on December 13. This volume was up from 85,900,000 lbs. in stock a year earlier.

Stocks of lard and rendered pork fat totaled 24,700,000 lbs. for a 5 per cent decrease from the 26,000,000 lbs. in stock a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks before and last year.

	Dec. 13 stocks as percentages of inventories on	
	Nov. 29 1958	Dec. 14 1957
HAMS:		
Cured, S.C.-D.C.	95	94
Frozen for cure, S.P.-D.C.	65	191
Total hams	82	115
PICNICS:		
Cured, S.P.-D.C.	91	91
Frozen for cure, S.P.-D.C.	119	115
Total picnics	106	104
BELLIES:		
Cured, D.S.	110	98
Frozen for cure, D.S.	250	125
Cured, S.P.-D.C.	97	97
Frozen for cure, S.P.-D.C.	131	107
OTHER CURED MEATS:		
Cured and in cure	111	106
Frozen for cure	136	156
Total other	121	125
FAT BACKS:		
Cured, D.S.	123	114
FRESH FROZEN:		
Loin, spare ribs, neckbones, trimmings, other—Total	114	132
TOT. ALL PORK MEATS	105	115
LARD & R.P.F.	91	95

HOG-CORN RATIOS

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Dec. 20, 1958 was 15.7, the U. S. Department of Agriculture has reported. This ratio compared with the 15.3 ratio for the preceeding week and 16.4 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.147, \$1.159 and \$1.162 per bu. during the three periods, respectively.

U.K. Prefers Packaged Lard

Although prices on United States bulk lard have become more competitive in the United Kingdom, the biggest demand there is for packaged lard. Half-pound packets of U.S. lard are still priced out of this market. Trade sources say that if the U.S. is to regain its former share of U.K. lard imports, suppliers must handle more packaged lard more competitively.

'Everybody's Business'

"Agriculture—Everybody's Business" is the theme of the 43rd Pennsylvania Farm Show set for January 12-16 in Harrisburg. Livestock will be shown.

MEAT PRODUCTS EXPORTS

Exports of most meats from the United States in October were up from last year, according to the U. S. Bureau of the Census. Volume of beef and veal at 2,828,620 lbs. compared with 2,654,453 lbs. shipped out in October 1957. The bulk of U. S. meat products exported consisted of animal fats. The outward movement of lard, however, declined to 39,321,917 lbs. from 43,375,000 lbs. last year. Inedible tallow held its position as the largest single meat products export item, October shipments of which totaled 84,462,611 lbs. for a nominal gain over last year's 78,584,267 lbs. for the month.

U. S. meat products exports by items during October, 1958 and the like month in 1957 are listed below as follows:

Commodity	October 1958 Pounds	October 1957 Pounds
EXPORTS (Domestic)—		
Beef and veal—		
Fresh or frozen		
(except canned)	747,178	1,391,499
Pickled or cured		
(except canned)	2,081,442	1,262,954
Pork—		
Fresh or frozen		
(except canned)	549,752	469,086
Hams and shoulders, cured or cooked	1,830,367	1,582,838
Bacon	969,482	294,613
Pork, pickled, salted or otherwise cured	935,310	1,482,639
Sausage, bologna & frank- furters (except canned)	156,203	201,093
Meat and meat products (except canned)		7,809,730
Beef and pork livers, fresh or frozen	4,422,138	1
Beef tongues, fresh or frozen	2,821,844	1
Variety meats, (except canned)	967,091	1
Meat specialties, frozen	476,778	1
Canned meats—		
Beef and veal	198,765	115,786
Sausage, bologna and frankfurters	115,653	251,968
Hams and shoulders	249,289	101,811
Pork, canned	300,025	337,922
Meat and meat products	439,099	324,121
Lamb and mutton (except canned)	10,080	44,440
Lard (includes rendered pork fat)	39,321,917	43,375,832
Shortenings, animal fat (excl. lard)	13,200	26,206
Tallow, edible	300,226	809,182
Tallow, inedible	84,462,611	78,584,267
Inedible animal oils	107,226	28,145
Inedible animal greases and fats	6,422,824	4,988,468

¹Not reported separately prior to January 1958. Compiled from official records, Bureau of the Census.

EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 354,288,000 lbs. in November. Of this volume, 171,657,000 lbs., or 48.4 per cent were shortening and other hydrogenated oils and 91,258,000 lbs., or 25.7 per cent were salad and cooking oils. Shipments of oleomargarine oils and/or fats totaled 91,373,000 lbs. Edible oil shipments in November 1957 totaled 331,003,000 lbs.

PROCESSED MEATS . . . SUPPLIES

U.K. Increases Import Quota On Beef Tongues From U.S.

United States exporters may be able to ship more frozen tongues to the United Kingdom, as the U.K. has increased its dollar quota for the item, the USDA Foreign Agricultural Service has reported.

The quota for 12 months ending March 31, 1959 has been raised to \$2,520,000 (£900,000). The quota for the year ending March 31, 1958 was \$1,680,000. Imports of animal casings from dollar areas are not restricted, but no provision is made for the importation of other types of carcasses or variety meats.

U.K. imports of U.S. frozen tongues during calendar 1957 amounted to \$1,200,000 (£460,000) and were 30 per cent of total U.K. imports of this type of meat. Imports from the U.S. in January-July 1958 totaled \$585,000 (£209,000) and made up 30 per cent of such imports. Argentina, Australia, and New Zealand are other sources.

Soviet Union Plans Sharp Increase In Meat Output

The Soviet seven-year plan for the period 1959-65 calls for a 117 per cent increase in meat deliveries. Deliveries during 1958 were reported at about 6,200,000,000 lbs. (about half of total output), and planned deliveries for 1965 are 13,500,000,000 lbs.

The Foreign Agricultural Service estimated U.S.S.R. red meat produc-

tion in 1957 at 10,800,000,000 lbs. During the previous seven-year period (1951-57) Russian red meat production was estimated to have risen 45 per cent.

As the ratio of deliveries to production has been increasing, the gain in deliveries planned for 1959-65 may not come entirely from increased output, FAS suggested.

Meetings to Stress Plusses In Livestock Conservation

"The Plus Factors in Livestock Conservation" will be the theme of the 1959 annual meetings of the four standing committees of Livestock Conservation, Inc., Chicago. R. Harvey Dasturp, general manager, has announced.

The meetings of the National Brucellosis Committee, the National Cattle Grub Committee, the National Hog Cholera Committee and the National Safe Livestock Handling Committee are scheduled for Wednesday and Thursday, February 11-12, at the Congress Hotel, Chicago.

The committees are directing their efforts toward "plus factors" totaling \$217,500,000 in added income for the livestock and meat industry through eradication and control of livestock diseases and parasites and safe handling from farm to market.

The annual business meeting of LCI has been set tentatively for 6:30 p.m. on February 11 to allow greater participation by interested persons and groups.

Florida Inspection of All Foreign Meat Questioned

Present administration of Florida's meat inspection law was questioned at a meeting in Orlando of the Florida Livestock Board.

State law in Florida requires inspection of all meat from foreign countries. Federal law permits inspection of a sampling of 10 per cent of each shipment, with up to 100 per cent inspected if the sampling indicates its advisability.

The board was asked to study the way in which the law is being administered by three spokesmen for meat processors, who contended that the 100 per cent inspection is unnecessary. No meat passed by federal inspectors has been found contaminated when state inspection was carried out, they maintained.

The spokesmen also objected to the state requirement that frozen meat must be thawed for inspection. This results, they said, in 5 to 6 per cent shrinkage and proportionate financial loss. They argued that the expense they must bear under Florida law makes it difficult for them to meet competition of other processors from outside of Florida where state inspection is not required.

Board vice chairman R. L. Dressel directed the agency's attorney to confer with the state attorney general to seek clarification of the phrase "all meat" as it is employed in the Florida statute.

DOMESTIC SAUSAGE

Pork sausage, bulk, (incl. lb.)	
in 1-lb. roll	36 1/2 @ 39 1/4
Pork saus., s.c., 1-lb. pk. 55 @ 59	
Franks, s.c., 1-lb. pk. 63 1/2 @ 74	
Franks, skinless, 1-lb. package	50 @ 52
Bologna, ring (bulk)	50 1/2 @ 52
Bologna, art. cas., bulk 43 @ 51	
Bologna, a.c., sliced, 6-7 oz. pk., doz.	2.71 @ 3.84
Smoked liver, h.b., bulk 54 @ 58	
Smoked liver, a.c., bulk 41 @ 49	
Polish saus., smoked	.60 @ 70
New Eng. lunch spec.	.63 @ 74
New Eng. lunch spec., sliced, 6-7 oz. doz.	3.24 @ 4.92
Olive loaf, bulk	47 1/2 @ 55 1/4
O.L., sliced 6-7 oz., doz.	2.88 @ 3.84
Blood, tongue, h.b.	68
Blood, tongue, a.c.	45 1/2 @ 64
Pepper loaf, bulk	49 1/2 @ 66 1/4
P.L., sliced 6-7 oz., doz.	3.15 @ 4.80
Pickle & pimento loaf, 4 1/2 @ 54	
P & P. loaf, sliced, 6-7 oz. dozen	2.88 @ 3.60

DRY SAUSAGE

(incl. lb.)	
Cervelat, ch. hog bungs	1.02 @ 1.04
Thuringer	64 @ 66
Farmer	86 @ 88
Holsteiner	73 @ 75
Salami, P.C.	94 @ 96
Salami, Genoa style	1.04 @ 1.06
Salami, cooked	32 @ 34
Pepperoni	88 @ 90
Sicilian	96 @ 98
Goteberg	86 @ 88
Mortadella	59 @ 61

SEEDS AND HERBS

(incl. lb.)	Whole	Ground
Caraway seed	22	27
Cominos seed	52	57
Mustard seed		
fancy	23	
yellow Amer.	17	
Oregano	44	50
Coriander		
Morocco No. 1	20	24
Morjoram, French	55	60
Sage, Dalmatian, No. 1	56	64

SPICES

(Basis Chicago, original barrels, bags, bales)	Whole	Ground
Allspice, prime	86	96
Realflit	99	1.01
Chili pepper	50	
Chili powder	50	
Cloves, Zanzibar	63	68
Ginger, Jam., unbl.	62	67
Mace fancy Banda 3.50		
West Indies	3.50	
East Indies	3.20	
Mustard flour, fancy	40	
No. 1	36	
West Indies nutmeg	2.45	
Paprika, Amer. No. 1	55	
Paprika, Spanish	90	
Cayenne pepper	61	
Pepper:		
Red, No. 1	53	
White	51	56
Black	37	41

SAUSAGE CASINGS

(i.e.l. prices quoted to manufacturers of sausage)	
Beef rounds: (Per set)	
Clear, 29/35 mm.	1.15 @ 1.25
Clear, 35/38 mm.	1.05 @ 1.20
Clear, 35/40 mm.	85 @ 1.05
Clear, 38/40 mm.	1.05 @ 1.20
Clear, 40/44 mm.	1.30 @ 1.50
Clear, 44/mm./up	1.85 @ 2.50
Not clear, 44/mm./dn.	75 @ 85
Not clear, 44/mm./up.	85 @ 95
Beef weasands: (Each)	
No. 1, 24 in./up	14 @ 17
No. 1, 22 in./up	10 @ 15
Beef middles: (Per set)	
Ex. wide, 2 1/2 in./up.	3.35 @ 3.65
Spec. wide, 2 1/2 in.	2.35 @ 2.50
Spec. med. 1 1/2 in.	1.85 @ 1.75
Narrow, 1 1/2 in./dn.	1.20 @ 1.35
Beef bung caps: (Each)	
Clear, 5 in./up	30 @ 35
Clear, 4 1/2 in.	25 @ 29
Clear, 4 1/4 in.	16 @ 18
Clear, 3 1/2 in.	12 @ 14
Not clear, 4 1/2 in./up.	15 @ 18
Beef bladders, salted: (Each)	
7 1/2 inch/up, inflated	20
6 1/2-7 1/2 inch, inflated	15
5 1/2-6 1/2 inch, inflated	13 @ 14
Pork casings: (Per bank)	
29 mm./down	4.60 @ 4.70
29/32 mm.	4.50 @ 4.60
32/35 mm.	3.40 @ 3.50
35/38 mm.	3.20 @ 3.30
38/44 mm.	3.10 @ 3.20

Hog bungs: (Each)	
Sow, 34 inch cut	62 @ 67
Export, 34 in. cut	55 @ 59
Large prime, 34 in.	40 @ 42
Med. prime, 34 in.	28 @ 30
Small prime	16 @ 22
Middles, cap off	60 @ 69
Hog skips	56 @ 58
Hog runners, green	19 @ 25
Sheep casings: (Per bank)	
26/28 mm.	5.90 @ 6.10
24/26 mm.	5.75 @ 5.90
22/24 mm.	4.75 @ 5.25
20/22 mm.	4.00 @ 4.25
18/20 mm.	2.70 @ 2.85
16/18 mm.	1.50 @ 2.30

CURING MATERIALS

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$11.80
Pure refined gran. nitrate of soda	8.65
Pure refined powdered nitrate of soda	8.65
Salt, paper sacked, f.o.b. Chgo. gran. carlots, ton	80.00
Rock salt in 100-lb. bags, f.o.b. whse. Chgo.	58.50
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	6.40
Refined standard cane gran. basis (Chgo.)	8.50
Packers curing sugar 100-lb. bags f.o.b. Reserve, La., less 2%	8.70
Dextrose, regular:	
Cerelose, (carlots, cwt.)	1.60
Ex-warehouse, Chicago	1.60

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

Dec. 22, 1958

WHOLESALE FRESH MEATS

CARCASS BEEF	
Steers, gen. range: (carlots, lb.)	
Prime, 700/800	n.q.
Choice, 500/600	44n
Choice, 600/700	44
Choice, 700/800	42 @ 43
Good, 500/600	42 1/2 n
Good, 600/700	41 1/2 n
Bull	41n
Commercial cow	34 1/2
Canner-cutter cow	35 1/2

PRIMAL BEEF CUTS

(Lb.)	
Prime:	
Rounds, all wts.	53
30/70 lbs. (lcl)	@ 85
Square chucks,	
70/90 lbs. (lcl)	42 1/2 n
Arm chucks, 80/110	40 1/2
Ribs, 25/35 (lcl)	@ 62
Briskets (lcl)	@ 33
Navel, No. 1	@ 16 1/2
Flanks, rough No. 1	16

Choice:	
Hindqtrs., 5/800	51 1/2
Foreqtrs., 5/800	37 1/2
Rounds, 70/90 lbs.	@ 50 1/2
Trimmed loins, 50/70	
lbs. (lcl)	@ 72
Square chucks,	
70/90 lbs.	42 1/2 n
Arm chucks, 80/110	40 1/2
Ribs, 25/35 (lcl)	@ 60
Briskets (lcl)	@ 33
Navel, No. 1	@ 16 1/2
Flanks, rough No. 1	16

Good, (all wts.):	
Rounds	@ 50
Sq. chucks	@ 40 1/2
Briskets	@ 32
Ribs	@ 53
Loins	@ 64

COW & BULL TENDERLOINS	
C&C grade, fresh	Job lots
Cow, 3 lbs./down	80 @ 85
Cow, 3/4 lbs.	94 @ 99
Cow, 4/5 lbs.	1.04 @ 1.08
Cow, 5 lbs./up	1.12 @ 1.15
Bull, 5 lbs./up	1.12 @ 1.15

BEEF HAM SETS

Insides, 12/up, lb.	61
Outsides, 8/up, lb.	58
Knuckles, 7 1/2/up, lb.	61

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):		Los Angeles	San Francisco	No. Portland
STERS:		Dec. 22	Dec. 22	Dec. 22
Choice:				
500-600 lbs.	\$44.50 @ 47.00		\$46.00 @ 48.00	\$46.00 @ 47.00
600-700 lbs.	43.50 @ 46.00		44.00 @ 46.00	44.50 @ 46.50
Good:				
500-600 lbs.	43.00 @ 45.00		45.00 @ 46.00	44.50 @ 46.00
600-700 lbs.	42.00 @ 43.00		43.00 @ 45.00	43.00 @ 45.00
Standard:				
350-600 lbs.	42.00 @ 44.00		39.00 @ 42.00	42.00 @ 44.00
COW:				
Standard, all wts.	None quoted		39.00 @ 41.00	None quoted
Commercial, all wts.	38.00 @ 40.00		38.00 @ 40.00	39.00 @ 41.00
Utility, all wts.	37.50 @ 39.00		37.00 @ 38.00	38.00 @ 40.00
Canner-cutter	33.00 @ 37.50		35.00 @ 37.00	36.00 @ 39.00
Bull, util. & com'l	44.00 @ 46.00		43.00 @ 45.00	44.00 @ 46.00
FRESH CALF:	(Skin-off)		(Skin-off)	(Skin-off)
Choice:				
200 lbs. down	52.00 @ 55.00		None quoted	49.00 @ 53.00
Good:				
200 lbs. down	50.00 @ 53.00		52.00 @ 54.00	45.00 @ 51.00
LAMB (Carcass):				
Prime:				
45-55 lbs.	41.00 @ 43.00		40.00 @ 44.00	42.00 @ 45.00
55-65 lbs.	37.00 @ 39.00		38.00 @ 42.00	40.00 @ 43.00
Choice:				
45-55 lbs.	41.00 @ 43.00		40.00 @ 44.00	42.00 @ 45.00
55-65 lbs.	37.00 @ 39.00		38.00 @ 42.00	40.00 @ 43.00
Good, all wts.	36.00 @ 38.00		38.00 @ 44.00	40.00 @ 42.50
MUTTON (Ewe):				
Choice, 70 lbs./down	20.00 @ 22.00		None quoted	22.00 @ 24.00
Good, 70 lbs./down	20.00 @ 22.00		26.00 @ 28.00	22.00 @ 24.00

NEW YORK

Dec. 22, 1958

WHOLESALE FRESH MEATS

BEEF CARCASSES, CUTS	
Steer:	(Non-locally dr., cwt.)
Prime, carc., 6/700	\$46.00 @ 47.00
Prime, carc., 7/800	46.00 @ 47.50
Choice, carc., 6/700	46.00 @ 46.50
Choice, carc., 7/800	44.50 @ 45.50
Good, carc., 5/800	43.00 @ 44.50
Good, carc., 6/700	43.50 @ 45.00
Hinds, pr., 6/700	53.00 @ 58.00
Hinds, pr., 7/800	53.00 @ 57.00
Hinds, ch., 6/700	52.00 @ 56.00
Hinds, ch., 7/800	51.00 @ 54.00
Hinds, gd., 6/700	50.00 @ 54.00
Hinds, gd., 7/800	49.00 @ 51.00

BEEF CUTS

(Locally dressed, lb.)	
Prime steers:	
Hindqtrs., 600/700	.55 @ 59
Hindqtrs., 700/800	.54 @ 59
Hindqtrs., 800/900	.52 @ 58
Rounds, flank off	.51 1/2 @ 55
Rounds, diamond bone,	
flank off	.52 @ 56
Short loins, untrim.	.67 @ 82
Short loins, trim.	.84 @ 1.00
Flanks	.17 1/2 @ 20
Ribs (7 bone cut)	.53 @ 60
Arm chucks	.43 @ 45
Briskets	.29 @ 35
Plates	.17 @ 20

Choice steer:	
Hindqtrs., 600/700	.53 @ 56
Hindqtrs., 700/800	.51 @ 55
Hindqtrs., 800/900	.49 @ 51
Rounds, flank off	.51 @ 55
Rounds, diamond bone	
flank off	.52 @ 55
Short loins, untrim.	.56 @ 64
Short loins, trim.	.75 @ 88
Flanks	.17 1/2 @ 20
Ribs (7 bone cut)	.48 @ 60
Arm chucks	.42 @ 45
Briskets	.29 @ 34
Plates	.16 @ 19

FANCY MEATS

(lcl prices)	
Veal breads, 6/12 oz.	1.05 (Lb.)
12 oz./up	1.20
Beef livers, selected	.89
Beef kidneys	.25
Oxtails, 3/4-lb., frozen	.28

LAMB

(Carcass prices, cwt.)	
(Local)	
Prime, 45/dn.	\$43.00 @ 48.00
Prime, 45/55	41.00 @ 48.00
Prime, 55/65	39.00 @ 43.00
Choice, 45/dn.	42.00 @ 47.00
Choice, 45/55	40.00 @ 47.00
Choice, 55/65	38.00 @ 42.00
Good, 45/dn.	40.00 @ 45.00
Good, 45/55	39.00 @ 44.00
Good, 55/65	38.00 @ 43.00

(Non-local)	
Prime, 45/dn.	43.00 @ 48.00
Prime, 45/55	44.00 @ 46.00
Prime, 55/65	42.00 @ 45.00
Choice, 45/dn.	43.00 @ 46.00
Choice, 45/55	43.00 @ 46.00
Choice, 55/65	39.00 @ 43.00
Good, 45/dn.	40.00 @ 43.00
Good, 45/55	38.00 @ 42.00
Good, 55/65	36.00 @ 40.00

VEAL-SKIN OFF

(Carcass prices)	
(Non-local)	
Prime, 90/120	58.00 @ 61.00
Prime, 120/150	57.00 @ 61.00
Choice, 90/120	48.00 @ 54.00
Choice, 120/150	47.00 @ 54.00
Good, 50/90	44.00 @ 51.00
Good, 90/150	45.00 @ 55.00
Stand., 50/90	42.00 @ 44.00
Stand., 90/150	42.00 @ 44.00
Calf., 200/dn., ch.	43.00 @ 46.00
Calf., 200/dn., gd.	42.00 @ 44.00
Calf., 200/dn., std.	40.00 @ 45.00

NEW YORK RECEIPTS

Receipts reported to the USDA Marketing Service, week ended Dec. 20, 1958, with comparisons:

STEER AND HEIFER	
Carcasses	
Week ended Dec. 20	12,243
Week previous	13,227
COW:	
Week ended Dec. 20	268
Week previous	293
BULL:	
Week ended Dec. 20	648
Week previous	207
VEAL AND CALF:	
Week ended Dec. 20	10,043
Week previous	16,157

LOCAL SLAUGHTER

CATTLE:	
Head	
Week ended Dec. 20	13,493
Week previous	14,140
CALVES:	
Week ended Dec. 20	8,850
Week previous	9,194
HOGS:	
Week ended Dec. 20	55,572
Week previous	55,339
SHEEP:	
Week ended Dec. 20	37,500
Week previous	42,056

N.A. not available.

PHILA. FRESH MEATS

Dec. 22, 1958

STEER CARCASS: (Local, cwt.)	
Choice, 5/700	\$45.50 @ 47.50
Choice, 7/800	44.50 @ 46.50
Good, 5/800	42.50 @ 45.50
Hinds, ch., 140/170	51.00 @ 55.00
Hinds, gd., 140/170	49.00 @ 52.00
Rounds, choice	53.00 @ 56.00
Rounds, good	51.00 @ 53.00
Full loin, choice	48.00 @ 54.00
Full loin, good	46.00 @ 51.00
Ribs, choice	50.00 @ 58.00
Ribs, good	48.00 @ 52.00
Arm chucks, ch.	42.00 @ 45.00
Arm chucks, gd.	40.00 @ 43.00
STEER CARC.: (non-local, cwt.)	
Choice, 5/700	\$45.00 @ 47.25
Choice, 7/800	45.00 @ 46.50
Good, 5/800	43.00 @ 44.75
Hinds, ch., 140/170	52.00 @ 55.00
Hinds, gd., 140/170	50.00 @ 52.00
Rounds, choice	53.00 @ 56.00
Rounds, good	51.00 @ 53.00
Full loin, choice	48.00 @ 54.00
Full loin, good	46.00 @ 51.00
Ribs, choice	50.00 @ 58.00
Ribs, good	48.00 @ 52.00
Arm chucks, ch.	41.00 @ 43.00
Arm chucks, gd.	40.00 @ 42.00
VEAL CARC. LB.: Local West	
Prime, 30/45	45 @ 48
Prime, 45/55	42 @ 47
Choice, 30/45	45 @ 48
Choice, 45/55	42 @ 47
Good, 30/45	43 @ 46
Good, 45/55	40 @ 45
VEAL CARC. LB.: Local East	
Prime, 30/45	45 @ 48
Prime, 45/55	42 @ 47
Choice, 30/45	45 @ 48
Choice, 45/55	42 @ 47
Good, 30/45	43 @ 46
Good, 45/55	40 @ 45

PORK AND LARD... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, Dec. 23, 1958)

SKINNED HAMS		BELLIES	
F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
51..... 10/12..... 51		33n..... 6/8..... 33n	
48 1/2..... 12/14..... 48 1/2		33..... 8/10..... 33	
44 1/2..... 14/16..... 44 1/2		30 1/2..... 10/12..... 31	
41 1/2..... 16/18..... 41 1/2		27..... 12/14..... 31	
38..... 18/20..... 38		24 1/2..... 14/16..... 27 1/2	
37..... 20/22..... 37		22 1/2..... 16/18..... 25 1/2	
37..... 22/24..... 37		22 1/2..... 18/20..... 22 1/2 @ 23	
37..... 24/26..... 37		G.A., froz., fresh..... D.S. Clear	
36 1/2..... 25/30..... 36 1/2		17 1/2 b..... 20/25..... 21n	
35..... 25/up, 2's in..... 35		16 1/2..... 25/30..... 19n	
		14 1/2..... 30/35..... 18n	
		13 1/2..... 35/40..... 17n	
		12..... 40/50..... 16n	

PICNICS

F.F.A. or fresh	Frozen
26 1/2..... 4/6..... 26 1/2	
24..... 6/8..... 24	
23 1/2..... 8/10..... 23 1/2	
23 1/2..... 10/12..... 23 1/2	
23n..... 12/14..... 23n	
23 1/2..... 8/up, 2's in..... 23n	

FAT BACKS

Frozen or fresh	Cured
7 1/2 n..... 6/8..... 8n	
7 1/2 n..... 8/10..... 8	
8 1/2 @ 9..... 10/12..... 9 @ 10	
9 @ 9 1/2..... 12/14..... 10	
10n..... 14/16..... 11 1/2 n	
11n..... 16/18..... 12 1/2 n	
11 1/2 n..... 18/20..... 13n	
11 1/2 n..... 20/25..... 13n	

n—nominal, b—bid, a—asked.

Branding quality D.S. Bellies
..... 20/25..... 22 1/2 n
..... 25/30..... 21 1/2 n

FRESH PORK CUTS

Job Lot	Car Lot
45 1/2 @ 46 Loins, 12/dn..... 44 1/2	
43..... Loins, 12/16..... 42 1/2	
37..... Loins, 16/20..... 37	
36 @ 37..... Butts, 4/8..... 34	
32..... Loins, 20/up..... 33 1/2	
32..... Butts, 8/12..... 32n	
32..... Butts, 8/up..... 32n	
36 @ 37..... Ribs, 3/dn..... 34 1/2	
30..... Ribs, 3/5..... 29n	
28..... Ribs, 5/up..... 27n	

OTHER CELLAR CUTS

Frozen or fresh	Cured
13..... Square Jowls, boxed..... unq.	
11 1/2..... Jowl Butts, loose..... unq.	
12n..... Jowl Butts, boxed..... unq.	

LARD FUTURES PRICES

(Drum contract basis)

NOTE: Add 1/2¢ to all price quotations ending in 2 or 7.

FRIDAY, DEC. 19, 1958

Open	High	Low	Close
Jan. 10.25	10.25	10.20	10.20n
Mar.	10.32n
May	10.50n
July 10.60	10.60	10.50	10.50n

Sales: 400,000 lbs.

Open interest at close Thurs., Dec. 18: Dec. 2, Jan. 106, Mar. 101, May 50, and July 34 lots.

MONDAY, DEC. 22, 1958

Jan.	10.20	10.20	10.17	10.17n
Mar.	10.32	10.32	10.30	10.32
May	10.47n
July	10.45	10.50	10.45	10.50

Sales: 640,000 lbs.

Open interest at close Fri., Dec. 19: Dec. 2, Jan. 108, Mar. 101, May 50, and July 38 lots.

TUESDAY, DEC. 23, 1958

Jan.	10.22	10.25	10.15	10.25
Mar.	10.32	10.32	10.05	10.15b
May	10.47	10.47	10.20	10.30n
July	10.55	10.55	10.27	10.30

Sales: 1,680,000 lbs.

Open interest at close Mon., Dec. 22: Dec. 2, Jan. 110, Mar. 104, May 50, and July 38 lots.

WEDNESDAY, DEC. 24, 1958

Jan.	10.27	10.27	10.17	10.17
Mar.	10.17	10.17	10.15	10.15n
May	10.30	10.30	10.25	10.25
July	10.35	10.35	10.32	10.35n

Sales: 1,500,000 lbs.

Open interest at close Tues., Dec. 23: Jan. 111, Mar. 110, May 53, and July 43 lots.

THURSDAY, DEC. 25, 1958

Christmas Day
(Board of Trade closed)
No trading in loose lard futures.

LARD FUTURES PRICES

(Loose contract basis)

FRIDAY, DEC. 19, 1958

Open	High	Low	Close
Jan. 9.35	9.35	9.30a	9.25b-32n
Mar. 9.35	9.35	9.23a	9.21b-23n
May 9.45	9.45	9.33	9.33
July 9.60	9.60	9.50a	9.47b

Sales: 960,000 lbs.

Open interest at close Thurs., Dec. 18: Dec. 2, Jan. 25, Mar. 50, May 18, and July 10 lots.

MONDAY, DEC. 22, 1958

Jan.	9.20b-28n
Mar.	9.18	9.25b	9.18 9.15b-25n
May	9.30	9.37	9.30 9.25b-35n
July	9.45b-50n

Sales: 300,000 lbs.

Open interest at close Fri., Dec. 19: Dec. 1, Jan. 24, Mar. 54, May 24, and July 18 lots.

TUESDAY, DEC. 23, 1958

Jan.	9.20	9.20	9.12	9.12b-18n
Mar.	9.20	9.20	9.07	9.08b-12n
May	9.29	9.29	9.20	9.23b-24n
July	9.45	9.45	9.36a	9.35b-40n

Sales: 2,480,000 lbs.

Open interest at close Mon., Dec. 22: Dec. 1, Jan. 24, Mar. 53, May 25, and July 18 lots.

WEDNESDAY, DEC. 24, 1958

Jan.	9.18	9.18	9.05	9.05b-15n
Mar.	9.06b-08n
May	9.15b-22n
July	9.32b-37n

Sales:

Open interest at close Tues., Dec. 23: Dec. 1, Jan. 18, Mar. 56, May 26, and July 20 lots.

THURSDAY, DEC. 25, 1958

Christmas Day
(Board of Trade closed)
No trading in drum lard futures.

ALL HOGS IN MINUS COLUMN THIS WEEK

(Chicago costs, credits and realizations for Monday)

Markups in some pork cuts were not sufficient to match or offset the higher live prices this week, resulting in backward shifts in cut-out margins. Margins on light hogs joined those of the other classes on the minus side.

	—180-220 lbs.—		—220-240 lbs.—		—240-270 lbs.—	
	Value	per cwt.	Value	per cwt.	Value	per cwt.
Lean cuts.....	\$13.52	\$19.26	\$12.62	\$17.59	\$11.36	\$15.85
Fat cuts, lard.....	5.26	7.53	5.27	7.44	4.56	6.29
Ribs, Trimmings, etc.....	2.14	3.07	2.02	2.82	1.95	2.71
Cost of hogs.....	\$19.50		\$19.38		\$18.25	
Condemnation loss.....	.09		.09		.09	
Handling, overhead.....	1.65		1.50		1.33	
TOTAL COST.....	21.24	30.34	20.97	29.33	19.67	27.30
TOTAL VALUE.....	20.92	29.86	19.91	27.85	17.87	24.84
Cutting margin.....	-.32	-.48	-.106	-.148	-.180	-.246
Margin last week.....	+.16	+.22	+.42	+.59	+.121	+.18

PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles Dec. 22	San Francisco Dec. 22	No. Portland Dec. 22
FRESH PORK (Carcass): (Packer style)		(Shipper style)	(Shipper style)
80-120 lbs., U.S. No. 1-3.....	None quoted	None quoted	None quoted
120-180 lbs., U.S. No. 1-3.....	\$31.00 @ \$32.00	None quoted	\$29.50 @ \$30.50
LOINS, No. 1:			
8-10 lbs.....	45.00 @ 49.00	48.00 @ 54.00	45.00 @ 49.00
10-12 lbs.....	45.00 @ 49.00	48.00 @ 54.00	45.00 @ 49.00
12-16 lbs.....	45.00 @ 49.00	48.00 @ 54.00	45.00 @ 49.00
PICNICS: (Smoked)		(Smoked)	(Smoked)
4-8 lbs.....	32.00 @ 39.00	34.00 @ 38.00	35.00 @ 40.00
HAMS:			
12-16 lbs.....	54.00 @ 61.00	55.00 @ 63.00	54.00 @ 59.00
16-18 lbs.....	53.00 @ 59.00	54.00 @ 58.00	54.00 @ 57.00
BACON "Dry" Cure, No. 1:			
6-8 lbs.....	40.00 @ 48.00	50.00 @ 52.00	48.00 @ 52.00
8-10 lbs.....	40.00 @ 47.00	48.00 @ 50.00	47.00 @ 49.00
10-12 lbs.....	40.00 @ 46.00	46.00 @ 50.00	46.00 @ 48.00
LARD, Refined:			
1-lb. cartons.....	15.50 @ 17.00	19.00 @ 21.00	17.00 @ 20.00
50-lb. cartons & cans.....	14.00 @ 16.50	17.00 @ 20.00	None quoted
Tierces.....	13.00 @ 16.00	16.00 @ 18.00	13.00 @ 15.00

CHGO. FRESH PORK AND PORK PRODUCTS

Dec. 22, 1958

	(cl. lb.)
Hams, skinned, 10/12.....	52
Hams, skinned, 12/14.....	50
Hams, skinned, 14/16.....	45 1/2
Picnics, 4/6 lbs.....	27 1/2
Picnics, 6/8 lbs.....	25
Pork loins, boneless.....	63
Shoulders, 16/dn. loose.....	30
(Job lots, lb.)	
Pork livers.....	18 1/2 @ 19
Tenderloins, fresh, 10's.....	@ 85
Neck bones, bbls.....	9 1/2 @ 10
Ears, 30's.....	14
Feet, s.c., bbls.....	7 1/2

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers)

Pork trimmings:	(Job lots)
40% lean, barrels.....	19 1/2
50% lean, barrels.....	21 1/2
80% lean, barrels.....	34 1/2
93% lean, barrels.....	43
Pork head meat.....	27
Pork cheek meat, barrels.....	34

CHGO. WHOLESALE SMOKED MEATS

Dec. 22, 1958

Hams, skinned, 14/16 lbs., (Av.)	
Wrapped.....	54
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped.....	55
Hams, skinned, 16/18 lbs., wrapped.....	52
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped.....	53
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped.....	46
Bacon, fancy sq. cut seedless, 10/12 lbs., wrapped.....	44
Bacon, No. 1 sliced 1-lb. heat seal, self-service, pkg.....	54

PHILA. N. Y. FRESH PORK

LOCALLY DRESSED

Dec. 22, 1958

	(cl. lb.)
Reg. loins, 8/12.....	45 @ 46
Reg. loins, 12/16.....	45 @ 46
Boston butts, 4/8.....	39 @ 40
Spareribs, 3/dn.....	38 @ 39
Spareribs, 3/5.....	31 @ 32
Skinned hams, 10/12.....	54 @ 55
Skinned hams, 12/14.....	50 1/2 @ 51
Picnics, s.s. 4/6.....	31 @ 32
Picnics, s.s. 6/8.....	28 @ 29
Bellies, 8/10.....	34 @ 35

NEW YORK (box lots, lb.)

Loins, 8/12 lbs.....	45 @ 46
Loins, 12/16 lbs.....	44 @ 45
Hams, skind., 12/16.....	50 @ 51
Boston butts, 4/8.....	39 @ 40
Reg. picnics 4/8.....	30 @ 31
Spareribs, 3/dn.....	38 @ 39

PACKERS' WHOLESALE LARD PRICES

Refined lard, drums, f.o.b. Chicago.....	\$12.75
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago.....	12.25
Kettle rendered, 50-lb. tins, f.o.b. Chicago.....	12.25
Leaf kettle rendered, drums, f.o.b. Chicago.....	12.25
Lard flakes, 4/8.....	14.00
Neural drums, f.o.b. Chicago.....	14.25
Standard shortening, N. & S. (del.).....	12.25
Hydro. shortening, N. & S.....	12.25

WEEK'S LARD PRICES

	P.S. or D.R. cash tierces (Bd. Trade)	Dry rend. loose (Open Mkt.)	Ref. 50-lb. tons (Open Mkt.)
Dec. 19.10.20n	9.25n	12.00n	12.00n
Dec. 22.10.20n	9.25n	12.00n	12.00n
Dec. 23.10.25n	9.25n	12.00n	12.00n
Dec. 24.10.17 1/2 n	9.12 1/2 n	12.00n	12.00n

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Tuesday, Dec. 23, 1958

BLOOD

Unground per unit of ammonia, bulk7.25n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose
Low test8.00n
Med. test7.75n
High test7.50n

PACKINGHOUSE FEEDS

Carlots, ton
50% meat, bone scraps, bagged \$107.50@112.50
50% meat bone scraps, bulk105.00@110.00
60% digester tankage, bagged112.50@115.00
60% digester tankage, bulk110.00@112.50
80% blood meal, bagged125.00@145.00
Steam bone meal, 50-lb. bags (especially prepared)97.50
60% steam bone meal, bagged... 80.00@ 85.00

FERTILIZER MATERIALS

Feather tankage ground
per unit of ammonia*5.50
Hoof meal, per unit ammonia*6.75n

DRY RENDERED TANKAGE

Low test, per unit prot.2.00n
Medium test, per unit prot.1.95n
High test, per unit prot.1.90n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton24.00
Cattle jaws, feet (non-gel.), ton .. 8.00@12.00
Trim bone, ton11.00@16.00
Pigskins (gelatine), cwt.6.25n
Pigskins (rendering), piece15@25

ANIMAL HAIR

Winter coll dried, per ton\$50.00@60.00
Summer coll, dried, per tonNone quoted
Cattle switches, per piece2@3½
Winter processed (Nov.-Mar.)12
Summer processed (April-Oct.)8
gray, lb.

*Delivered midwest, n—nominal, a—asked.

TALLOW and GREASES

Tuesday, December 23, 1958

The inedible tallow and grease market in the midwest was mixed late last week, with bleachable fancy tallow selling higher at 7½¢@7½¢, and special tallow moving steady at 6¼¢@6¼¢, all c.a.f. Chicago. Edible tallow was available at 8½¢, f.o.b. River points, and at 9¼¢, c.a.f. Chicago. Choice white grease, all hog, sold at 8½¢, delivered New York. Bleachable fancy tallow was bid at 8@8½¢, c.a.f. East. The outside price was on hard body material. Sellers asked 8¼¢. Some edible tallow changed hands at 9¼¢, c.a.f. Chicago. About 10 tanks were involved in the trade.

The market was very quiet at the start of the new week, and mostly on a bid and offering basis. Choice white grease, all hog, was bid at 8¢, c.a.f. East, with indications of 8½¢ also reported in the market. Sellers persisted in asking 8¼¢ on the material. Yellow grease was bid at 6½¢@6½¢, c.a.f. Chicago, and at 7½¢@7½¢, c.a.f. New York. However, offerings were

held fractionally higher. Special tallow was bid at 6¼¢@6½¢, c.a.f. Chicago, depending on product, and at 7½¢, c.a.f. Eastern price zone.

A few tanks of bleachable fancy tallow traded at midweek at 7½¢, c.a.f. Chicago. The same price was reported bid on additional supplies. Regular production bleachable fancy tallow was bid at 7½¢@8¢, c.a.f. New York, but the material was held at 8½¢. Hard body material met buying interest at 8½¢, same destination, but it was held ½¢ higher. Edible tallow was bid at 9¢, Chicago, but it was held at 9¼¢.

It was reported that 8@8½¢, c.a.f. East was bid on choice white grease, all hog, with offers at 8¼¢. Yellow grease was still bid at 6½¢@6½¢, c.a.f. Chicago, and at 7½¢@7½¢, delivered New York. Special tallow and B-white grease met inquiry at 6¼¢@6½¢, c.a.f. Chicago, and at 7½¢, c.a.f. New York. Original fancy tallow was bid at 8¼¢, c.a.f. East, but it was held fractionally higher. Edible tallow was available at 8½¢, f.o.b. River, with buying interest at 8¼¢.

Very late on Tuesday, edible tallow

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was available at 9½c, Chicago, with buying interest at 9c. Several tanks of edible tallow changed hands on P.T., f.o.b. River points.

TALLOW: Tuesday's quotations: edible tallow, 8½c, f.o.b. River and 9¼c, Chicago basis; original fancy tallow, 7½c; bleachable fancy tallow, 7½c; prime tallow, 7½c; special tallow, 6¼@6½c; No. 1 tallow, 6¼@6½c, and No. 2 tallow, 5½c.

GREASES: Tuesday's quotations: choice white grease, not all hog, 7¼@7½c; B-white grease, 6¼@6½c; yellow grease, 6¼@6½c; house grease, 6c, and brown grease, 5¼c. Choice white grease, all hog, was quoted at 8½c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Dec. 23, 1958

Dried blood was quoted today at \$6.50 per unit of ammonia. Low test wet rendered tankage was listed at \$7.25@7.50 per unit of ammonia and dry rendered tankage was priced at \$1.70 per protein unit.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, DEC. 19, 1958

	Open	High	Low	Close	Prev. close
Jan.	12.90a	12.73	12.76	12.71	12.85a
Mar.	12.73	12.76	12.71	12.72	12.90a
May	12.79	12.80	12.74	12.74	12.77
July	12.60	12.60	12.55	12.55	12.79
Sept.	12.21b	12.23	12.18	12.16b	12.59
Oct.	12.05b	12.05	11.90b	12.05b	12.22
Dec.	12.00b	11.99	11.90	11.85b	12.59

Sales: 196 lots.

MONDAY, DEC. 22, 1958

	Open	High	Low	Close	Prev. close
Jan.	12.60b	12.73	12.67	12.72	12.60b
Mar.	12.73	12.75	12.70	12.74	12.72
May	12.55	12.58	12.53	12.55b	12.74
July	12.10b	12.19	12.18	12.17b	12.55
Sept.	11.85b	11.97	11.97	11.97	12.16b
Oct.	11.85b	12.08	12.08	11.95b	12.17b

Sales: 217 lots.

TUESDAY, DEC. 23, 1958

	Open	High	Low	Close	Prev. close
Jan.	12.60b	12.68	12.88	12.68	12.60b
Mar.	12.72	12.88	12.72	12.88	12.72
May	12.50b	12.71	12.63	12.71	12.74
July	12.15b	12.23b	12.23b	12.17b	12.55b
Sept.	11.90b	12.03b	12.03b	11.97	12.17b
Oct.	11.85b	12.00b	12.00b	11.95b	12.17b

Sales: 148 lots.

VEGETABLE OILS

Tuesday, Dec. 23, 1958

Crude cottonseed oil, f.o.b.	
Valley	10½n
Southeast	10½
Texas	10½@10½n
Corn oil in tanks, f.o.b. mills	11½
Soybean oil, f.o.b. Decatur	9.40
Coconut oil, f.o.b. Pacific Coast	16½
Peanut oil, f.o.b. mills	18½@18½n
Cottonseed foots:	
Midwest and West Coast	1¼@1¼
East	1¼@1¼

OLEOMARGARINE

Tuesday, Dec. 23, 1958

White dom. vegetable (30-lb. cartons)	26
Yellow quarters (30-lb. cartons)	27
Milk churned pastry (750 lbs., 30's)	23½
Water churned pastry (750 lbs., 30's)	22½
Bakers steel drums, ton lots	18½

OLEO OILS

Tuesday, Dec. 23, 1958

Prime oleo stearine (slack barrels)	11¼@11¼
Extra oleo oil (drums)	17¼@17¼
Prime oleo oil (drums)	16¼@16¼

n—nominal, a—asked, b—bid, pd—paid.

HIDES AND SKINS

Packer hides steady, with limited action early in the week—Small packer and country hides steady in light trading—No price changes on calfskins and kipskins from last week—Sheepskin sales largely at the market.

CHICAGO

PACKER HIDES: Trading was heavy last week, with volume estimated at about 150,000 pieces. Declines were registered in heavy native cows, branded cows, light native cows, heavy native steers and butt-branded steers. The market was quiet on Wednesday, although some interest was noted on branded cows at 12½c.

On Thursday, the feature of the day was the movement of about 20,000 branded cows: River-Northerns sold at 12½c, with some Denver production at 12¼c. A car of Oklahoma light average branded cows sold at 14c. Other selections were quiet. No action reported on Friday.

Offerings were slow to come out this week, with cattle kill expected to be light due to the holiday. Some mild interest was shown for various selections at steady prices.

On Tuesday, a fair trade took place at steady prices, with about 52,000 hides sold. Heavy native steers sold at 11½@12c, heavy native cows at 13½@14c, and branded steers sold at 9@10c. About 1,000 Denver branded cows sold at 12¼c.

SMALL PACKER AND COUNTRY HIDES: Trading was light as both sides awaited developments in the weak "Big Packer" market. Offerings of most selections were fairly ample. Small packer 50/52's were quoted at 14½@15c nominal, as were 60/62's steady at 11@11½c. Locker-butcher 50/52's were quoted at 12@12½c nominal, as were 48/50-lb. renderers at 11@11½c, No. 3 hides were scarce, slow, and quoted at 8@8½c nominal. Horse hides were in tight supply, with best Northern trimmed quoted at 7.50@8.00 nominal, and untrimmed .50 more.

CALFSKINS AND KIPSKINS: The market was relatively quiet, although some recent sales came to light last week. It was disclosed that a large producer obtained 65c for good quantity of St. Paul, Milwaukee and Chicago heavy calf, with some St. Louis stock included at 62½c. Nashville kip sold steady at 53½c. Last confirmed sale Northern light calf was at 65c, with offerings recently reported up to 75c. Small packer all-

weight calf was quoted 45@46c nominal, and allweight kip at 35c nominally steady. Country allweight calf was quoted at 35c nominal, the allweight kip at 26c nominal.

SHEEPSKINS: Trade was relatively routine. River No. 1 shearings moved at 1.00@1.25, the No. 2's were quoted at .40@.60 nominal. No. 3's were quoted at .30 nominal. Dry pelts held steady at .17. Last sales of pickled skins involved lambs at 11.50 and sheep at 13.00 with the price raised later asking .50. Midwest lambs were quoted at 2.60@3.00, steady, as were the fall clips at 1.75@2.25.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Tuesday, Dec. 23, 1958	Cor. date
Lgt. native steers	18½@19a	15 @15½
Hvy. nat. steers	11½@12	9 @9½
Ex. lgt. nat. steers	22n	18 @18½
Butt-brand. steers	10	8
Colorado steers	9	7½
Hvy. Texas steers	9½n	8
Light Texas steers	14½@15n	12
Ex. lgt. Texas steers	18 @18½n	16
Heavy native cows	13½@14	10 @10½
Light nat. cows	18 @23n	13½@16½
Branded cows	12½@14	8½@9½
Native bulls	9½@10n	7 @7½
Branded bulls	8½@9n	6 @6½

Calfskins:		
Northerns, 10/15 lbs.	65n	40
10 lbs./down	65n	37½@38
Kips, Northern native,		
15/25 lbs.	51 @52n	31 @32

SMALL PACKER HIDES

STEERS AND COWS:		
60 lbs. and over	11 @11½n	9½
50 lbs.	14½@15n	11½

SMALL PACKER SKINS

Calfskins, all wts.	45 @46n	27 @28
Kipskins, all wts.	35n	23 @24

SHEEPSKINS

Packer shearings:		
No. 1	1.00@1.25n	1.90@1.95
No. 2	.40@.60n	1.30@1.35
Dry Pelts	17n	20
Horsehides, natrim.	8.50n	8.00@8.50
Horsehides, trim.	7.50@8.00n	7.50@8.00

N.Y. HIDE FUTURES

FRIDAY, DEC. 19, 1958

	Open	High	Low	Close
Jan.	16.20b	16.20b	16.20b	16.40b
Apr.	14.30b	14.30b	14.30b	14.60b
July	14.25b	14.25b	14.25b	14.50b
Oct.	14.10b	14.10b	14.10b	14.35b
Jan.	14.25b	14.25b	14.25b	14.35b

Sales: none.

MONDAY, DEC. 22, 1958

	Open	High	Low	Close
Jan.	16.20b	16.20b	16.20b	16.40b
Apr.	14.30b	14.30b	14.30b	14.60b
July	14.25b	14.25b	14.25b	14.50b
Oct.	14.20b	14.20b	14.20b	14.35b
Jan.	14.20b	14.20b	14.20b	14.35b

Sales: one lot.

TUESDAY, DEC. 23, 1958

	Open	High	Low	Close
Jan.	16.25b	16.25b	16.25b	16.60b
Apr.	14.50b	14.50b	14.50b	14.71b
July	14.40b	14.40b	14.40b	14.60b
Oct.	14.25b	14.25b	14.25b	14.40b
Jan.	14.25b	14.25b	14.25b	14.40b

Sales: none.

WEDNESDAY, DEC. 24, 1958

Opening quotations on hides were as follows: Jan. 16.50b, Apr. 14.65b, July 14.65b, and Oct. 14.40b.

Cattle Hides Stay Surplus

Cattle hides were continued on the surplus commodity list following the latest periodic review by the USDA early this month.

LIVESTOCK MARKETS... Weekly Review

Record High Canada Cash Farm Income Jan.-June, '58

The Canadian Bureau of Statistics' estimates of farm cash income in the first half of this year clearly show the important place the livestock industry plays as revenue sources. Total cash income from farm products sales from January to June reached a new record high of \$1,300,000,000, 9 per cent above the same period in 1957.

Of the total livestock sales, cattle, calves, sheep, lambs, calves and hogs accounted for \$432,400,000, an increase of \$76,000,000 over the first six months of last year. Poultry sales for the first six months this year totaled \$72,200,000, an increase of \$12,700,000, and dairy products and eggs totalled \$300,000,000, most of the \$22,000,000 gain in dairy items.

The Meat Packers Council of Can-

FARM CASH INCOME FROM LIVESTOCK AND PRODUCTS, 1956-57-58

	1956	1957	1958
Million Dollars			
Cattle and calves ..	208.3	205.7	273.8
Sheep and lambs ..	2.2	2.3	2.5
Hogs ..	144.6	148.2	156.1
Poultry ..	66.9	60.9	72.2
Dairy products ..	203.7	208.8	231.4
Eggs ..	74.6	69.2	68.7
Total livestock and livestock products, 700.3	605.1	804.7	
Total all products..1,216.6	1,096.6	1,301.7	

ada, Toronto, states that there seems every reason to hope that, as population expands, the products of animal agriculture will act as the farm economy balance wheel.

ST. LOUIS HOGS IN NOV.

Hog receipts, weights and range of prices at the St. Louis NSY were reported by H. L. Sparks & Co.:

	1958	1957
—November—		
Hogs received ..	217,756	244,228
Highest top price ..	\$19.85	\$19.00
Lowest top price ..	18.25	17.10
Average cost ..	18.57	17.25
Average weight, lbs. ..	226	224

SALABLE LIVESTOCK AT 12 MARKETS IN NOVEMBER

CATTLE		
	Nov. 1958	Nov. 1955
Chicago	187,971	178,745
Cincinnati	10,935	18,940
Denver	54,648	57,911
Fort Worth	24,348	23,062
Indianapolis	19,451	35,682
Kansas City	76,141	82,311
Oklahoma City	35,724	33,782
Omaha	153,916	133,207
St. Joseph	53,720	54,905
St. Louis NSY	52,057	67,984
Sioux City	140,842	100,283
S. St. Paul	51,419	100,838
Totals	866,272	897,250

CALVES		
	Nov. 1958	Nov. 1955
Chicago	3,750	4,552
Cincinnati	2,529	2,938
Denver	12,218	11,835
Fort Worth	2,046	10,856
Indianapolis	2,046	4,018
Kansas City	9,082	8,348
Oklahoma City	7,126	6,562
Omaha	18,496	16,148
St. Joseph	4,791	3,820
St. Louis NSY	9,185	14,239
Sioux City	35,077	30,015
S. St. Paul	24,028	52,029
Totals	137,403	164,860

HOGS		
	Nov. 1958	Nov. 1955
Chicago	196,260	193,588
Cincinnati	38,876	50,472
Denver	9,902	8,690
Fort Worth	6,725	7,231
Indianapolis	110,791	148,189
Kansas City	55,574	61,578
Oklahoma City	10,609	8,598
Omaha	186,827	164,957
St. Joseph	114,186	119,001
St. Louis NSY	217,756	244,228
Sioux City	202,183	169,487
S. St. Paul	147,900	238,376
Totals	1,297,598	1,414,395

SHEEP		
	Nov. 1958	Nov. 1955
Chicago	37,491	40,658
Cincinnati	4,663	5,694
Denver	47,618	40,727
Fort Worth	16,063	12,493
Indianapolis	13,300	20,176
Kansas City	21,636	18,667
Oklahoma City	5,618	6,602
Omaha	46,058	42,088
St. Joseph	19,542	25,034
St. Louis NSY	21,887	23,845
Sioux City	29,796	35,247
S. St. Paul	37,307	65,150
Totals	300,974	336,381

INTERIOR IOWA, SO. MINN.

Receipts of hogs and sheep at interior markets compared, as reported by the USDA:

	Hogs	Sheep
Nov. 1958	1,601,500	93,300
Oct. 1958	1,639,500	115,300
Nov. 1957	1,609,500	113,500

Too Many Hogs Will Hurt Prices, Benson Warns Again

Secretary of Agriculture Ezra Taft Benson recently reiterated earlier warnings that over-expanded hog production will lead to a slump in prices and incomes for producers. He addressed a Chicago luncheon meeting sponsored jointly by the Chicago Farmers' Club and the International Live Stock Exposition.

Favorable hog prices, the Secretary said, can be maintained only if production is held to the quantities and quality desired by the nation's consumers. He said he looks to the meat-type hog to respond to consumers' demand for leaner pork. While producers are moving toward this type of hog, Secretary Benson added, they are not moving fast enough, "not as fast as the Canadian hog producers have done."

The Secretary painted a picture of current prosperity and a bright future for agriculture. He said a record 1958 season raised crop output 10 per cent, livestock production 3 per cent and total farm output 8 per cent. This production, he remarked, showed how futile it is to "try to balance total production and demand through acreage allotments." He praised farmers for voting to end corn acreage controls.

More than 71 per cent of the corn farmers voting in the referendum approved the new plan, which will allow them to grow all the corn they want beginning next year. All their production will be eligible for federal price supports at 90 per cent of the average open market price for corn in the past three years, including 1958. The Department of Agriculture has estimated that the average support price will be between \$1.12 and \$1.15 a bushel for the 1959 corn crop.



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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday December 20, 1958, as reported to the NATIONAL PROVISIONER:

CHICAGO

Armour, 7,735 hogs; shippers, 22,296 hogs; and others, 19,649 hogs. Totals: 51,402 cattle, 227 calves, 49,080 hogs and 4,529 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour..	1,992	400	3,298	
Swift ..	2,630	421	6,086	1,988
Wilson ..	817		4,076	
Butchers	5,019		73	
Others ..	1,573	36	3,379	1,326
Totals	12,051	857	17,493	3,514

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour ..	3,378	9,175	896	
Cudahy ..	2,945	7,427	1,904	
Swift ..	4,276	7,859	4,639	
Wilson ..	5,202	6,191	322	
Neb. Beef ..	479			
Am. Stores	1,185			
Cornhusker	948			
O'Neill ..	1,026			
B. & C. ..	1,117			
Eagle ..	178			
Gr. Omaha	849			
Hoffman ..	95			
Rothschild	990			
Roth ..	965			
Kingan ..	812			
Omaha D.B.	465			
Midwest ..	220			
Omaha ..	565			
Union ..	1,554			
Others ..				
Totals	27,249	41,881	7,161	

N. S. Yards

	Cattle	Calves	Hogs	Sheep
Armour ..	1,804		7,751	
Kremer ..			8,065	
Hunt ..			649	
Hell ..			2,122	
Totals	1,804		18,587	

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift ..	3,015	173	13,582	3,117
Armour ..	2,748	59	8,996	1,148
Seitz ..	840			
Others ..	2,063	3	1,121	239
Totals*	9,266	235	23,699	4,304

*Do not include 195 cattle, 34 calves, 5,968 hogs and 2,392 sheep direct to packers.

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour ..	3,246		12,587	3,545
Swift ..	4,042		9,028	1,451
S.C. Dr. ..				
Beef ..	4,248			
S.C. Dr. ..				
Pork ..				11,683
Raskin ..	1,099			
Butchers ..	271			
Others ..	7,448		21,150	735
Totals	20,349		34,448	5,731

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy ..	1,221		2,836	
Sunflower	7			
Dunn ..	66			
Dold ..	69		322	
Excel ..	1,250			
Armour ..				387
Swift ..				1,583
Others ..	1,817			237
Totals	4,430		3,224	2,207

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour ..	1,155	18	303	
Wilson ..	936	44	1,287	
Others ..	1,778		1,202	359
Totals*	3,869	62	2,792	359

*Do not include 560 cattle, 7 calves and 5,781 hogs direct to packers.

DENVER

	Cattle	Calves	Hogs	Sheep
Armour ..	101			1,037
Swift ..	806	16	3,578	2,709
Cudahy ..	579	14	4,545	
Wilson ..	515			2,644
Others ..	4,854	12	913	464
Totals	6,715	42	9,036	6,854

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Swift ..	38			
United ..	425	5	270	
Atlas ..	334			
Ideal ..	328			
Gr. West.	306			
Star ..	295			
Quality ..	236			
Goldring.	213			
Acme ..	144			
Manning.	100			
Coast ..	89		319	
Clough'ty			35	
Empire ..	79			
Others ..	262	75	231	
Totals	2,840	80	855	

MILWAUKEE

	Cattle	Calves	Hogs	Sheep
Packers.	1,465	5,674	5,216	598
Butchers	2,908	1,253	288	75
Totals	4,373	6,927	5,504	673

FT. WORTH

	Cattle	Calves	Hogs	Sheep
Armour ..	349	373	350	920
Swift ..	719	288	956	466
City ..	351	2	174	
Rosenthal	56	17		283
Totals	1,475	684	1,480	1,669

TOTAL PACKER PURCHASES

	Week ended Dec. 20	Prev. week	Same week 1957
Cattle ..	125,802	138,893	143,895
Hogs ..	208,628	235,513	314,744
Sheep ..	37,001	61,103	53,818

CORN BELT DIRECT TRADING

Des Moines, Dec. 23—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA.

	Barrows, gilts, U.S. No. 1-3:
180/200 lbs.	\$16.75@18.50
200/220 lbs.	17.75@18.75
220/240 lbs.	17.15@18.50
240/270 lbs.	16.25@17.75
270/300 lbs.	15.35@16.75
	Sows, U.S. No. 1-3:
270/300 lbs.	14.75@15.75
350/400 lbs.	14.00@15.25
400/550 lbs.	12.50@14.40

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last year
Dec. 18 ..	68,000	56,000	85,500
Dec. 19 ..	74,000	48,000	69,500
Dec. 20 ..	41,000	37,000	31,500
Dec. 22 ..	80,000	92,000	64,000
Dec. 23 ..	65,000	84,000	51,000

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Tuesday, Dec. 23 were as follows:

	Cwt.
Steers, choice	\$26.00@28.00
Steers, good	24.50@26.00
Heifers, gd. & ch.	24.00@27.00
Cows, util. & com'l.	17.00@18.50
Cows, can & cut.	13.00@18.00
Bulls, util. & com'l.	23.00@24.50
Bulls, cutter	19.00@22.00
	VEALERS:
Choice & prime	36.00@36.50
Good & choice	29.50@36.00
Stand. & good	25.00@29.50
	HOGS, U.S. No. 1-3:
140/160 lbs.	17.25@18.00
160/180 lbs.	18.00@18.75
180/200 lbs.	18.50@19.75
200/220 lbs.	18.25@19.75
220/240 lbs.	18.00@19.50
240/270 lbs.	17.25@19.25
270/300 lbs.	16.75@17.75
	Sows, U.S. No. 1-3:
180/300 lbs.	15.25@16.25
300/400 lbs.	14.75@16.00
400/550 lbs.	13.50@15.00
	LAMBS:
Good & choice	18.00@20.00
Utility & good	15.00@18.00

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Dec. 20, 1958 (totals compared) as reported by the U. S. Department of Agriculture:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	13,493	8,859	35,572	37,500
Baltimore, Philadelphia	7,957	748	28,142	3,083
Cln., Cleve., Detroit, Indpls.	16,382	5,851	106,739	11,482
Chicago Area	22,702	8,748	42,968	5,908
St. Paul, Wis. Areas ²	27,119	29,938	122,676	11,250
St. Louis Area ³	10,759	1,896	79,389	4,360
Sioux City-So. Dak. Area ⁴	20,684		103,187	16,171
Omaha Area ⁵	31,754	168	81,123	10,065
Kansas City	10,743	1,360	32,661	3,510
Iowa-So. Minnesota ⁶	28,255	11,941	307,366	26,076
Louisville, Evansville, Nashville, Memphis	6,762	4,500	48,379	
Georgian-Alabama Area ⁷	5,608	2,627	26,833	
St. Joseph, Wichita, Okla. City ..	15,490	1,387	47,546	5,745
Ft. Worth, Dallas, San Antonio ..	6,777	3,858	22,061	5,734
Denver, Ogden, Salt Lake City ..	14,808	333	14,037	16,833
Los Angeles-San Fran. Areas ⁸ ..	17,669	1,728	25,870	22,804
Portland, Seattle, Spokane	5,041	245	14,023	2,910
Grand totals	262,003	84,085	1,158,542	152,854
Totals same week 1957	278,461	111,486	1,158,318	185,411

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, B. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Neb., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Etherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville and Tifton, Ga. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Dec. 13 compared with the same week in 1957 were reported to the Provisioner by the Canadian Department of Agriculture as follows:

Stockyards	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	1958	1957	Good	Choice	Good	Dressed	Handweights	1957
Toronto	\$26.00	\$18.41	\$32.81	\$28.00	\$24.50	\$28.50	\$20.50	\$22.68
Montreal	25.20	18.25	30.95	24.50	24.35	29.20	19.60	18.40
Winnipeg	24.52	17.50	32.87	29.00	21.25	25.41	19.00	18.00
Calgary	24.25	18.05	24.00	18.90	20.50	22.95	16.50	19.10
Edmonton	23.40	17.00	26.00	20.50	20.50	23.60	19.00	19.00
Lethbridge	23.75	18.00	23.50	18.25	20.50	23.00	17.85	18.85
Fr. Albert	23.75	16.60	23.75	18.00	20.50	23.70	17.00	16.75
Moose Jaw	23.50	16.40	24.30	17.50	20.50	23.50	17.50	17.00
Saskatoon	23.75	16.90	27.00	23.00	20.50	25.50	17.00	18.00
Regina	22.75	16.60	26.00	20.00	20.50	23.50	16.40	
Vancouver			20.75					

*Canadian government quality premium not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama; and Jacksonville, Florida; during the week ended December 20.

	Cattle	Calves	Hogs
Week ended Dec. 20, est.	2,012	855	20,631
Week previous (six days)	2,459	966	19,333
Corresponding week last year	3,592	1,481	24,003

LIVESTOCK PRICES AT SIOUX CITY

SLAUGHTER REPORTS

Special reports to the NATIONAL PROVISIONER showing the number of livestock slaughtered at 13 centers for the week ended December 20, 1958, compared:

CATTLE			
	Week ended Dec. 20	Prev. week	Cor.
Chicago	31,402	21,630	25,396
Kan. City	12,888	12,605	14,928
Omaha	25,281	26,531	2,955
N. S. Yards	1,804	1,856	5,194
St. Joseph	9,403	11,784	10,259
St. Paul	13,543	15,429	12,180
Wichita	3,420	2,863	3,776
New York & Jer. City	13,493	14,140	15,340
Okl. City	4,493	3,989	5,711
Cincinnati	11,789	3,909	4,459
Denver	10,610	9,271	8,420
Milwaukee	4,296	4,240	5,332
Totals	142,425	141,857	131,817

HOG

Chicago	27,384	29,417	29,785
Kan. City	17,492	15,303	14,744
Omaha	51,777	60,146	12,820
N. S. Yards	18,587	18,205	40,301
St. Joseph	28,141	29,024	28,369
St. Paul	42,150	47,256	21,285
Wichita	14,582	16,644	12,650
New York & Jer. City	55,572	55,339	63,726
Okl. City	8,523	8,545	11,634
Cincinnati	32,702	11,651	10,481
Denver	10,045	7,926	10,824
St. Paul	45,396	48,768	48,768
Milwaukee	5,493	5,287	5,618
Totals	312,448	350,359	311,015

SHEEP

Chicago	4,529	3,343	5,793
Kan. City	3,514	6,251	3,583
Omaha	8,570	12,310	2,391
N. S. Yards	1,555	677	1,501
St. Joseph	6,476	8,121	6,746
St. Paul	3,928	4,830	2,547
Wichita	768	768	768
New York & Jer. City	37,509	42,076	38,587
Okl. City	359	1,129	1,408
Cincinnati	1,555	677	1,501
Denver	10,469	16,569	9,042
St. Paul	8,932	5,350	5,350
Milwaukee	673	1,155	1,302
Totals	77,582	105,373	82,744

*Cattle and calves.
†Federally inspected slaughter, including directs.
‡Stockyards sales for local slaughter. §Stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter of livestock in Canada for the week ended Dec. 13:

CATTLE			
	Week ended Dec. 13	Same week	
Western Canada	15,257	19,674	
Eastern Canada	16,810	19,085	
Totals	32,067	38,759	

HOGS

Western Canada	84,779	63,474
Eastern Canada	64,078	53,107
Totals	148,857	116,581

All hog carcasses graded

Totals	158,144	126,082
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SHEEP

Western Canada	4,421	4,582
Eastern Canada	4,640	7,174
Totals	9,061	11,756

NEW YORK RECEIPTS

Receipts of livestock at Jersey City and 41st st., New York market for the week ended Dec. 20:

Cattle Calves Hogs* Sheep			
	Salable	Total (incl. directs)	Prer. wk.
Salable	142	32	583
Total (incl. directs)	2,827	583	19,470
Prer. wk.	136	28	6,347
Total (incl. directs)	2,378	558	16,863

*Includes hogs at 31st Street.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

Cattle Calves Hogs Sheep

Dec. 17	13,552	110	13,576	2,290
Dec. 18	1,953	92	11,766	1,641
Dec. 19	361	50	7,618	183
Dec. 20	5	11	2,601	...
Dec. 22	16,000	100	11,500	2,500
Dec. 23	8,000	100	11,000	2,000

*Week so far

Wk. ago	34,152	180	25,783	9,522
Yr. ago	29,540	336	21,900	3,838

*Including 200 cattle and 2,500 hogs direct to packers.

SHIPMENTS

Dec. 17	6,948	34	4,216	2,109
Dec. 18	4,358	61	4,101	1,429
Dec. 19	1,500	...	3,500	109
Dec. 20	100	...	500	...
Dec. 22	7,000	...	4,000	1,000
Dec. 23	5,000	...	6,000	2,000

*Week so far

Wk. ago	12,000	...	10,000	3,000
Yr. ago	12,395	92	9,796	3,183
Yr. ago	13,429	2	6,109	867

DECEMBER RECEIPTS

Cattle	171,678	180,435
Hogs	214,792	210,483
Sheep	47,326	43,116

DECEMBER SHIPMENTS

Cattle	97,523	95,739
Hogs	79,320	70,908
Sheep	29,391	21,488

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Tues., Dec. 23:

	Week ended Dec. 23	Week ended Dec. 17
Packers' purch.	21,065	29,404
Shippers' purch.	14,242	24,597
Totals	35,307	54,001

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Dec. 19, with comparisons:

	Cattle	Hogs	Sheep
Week to date	274,000	420,000	145,000
Previous week	274,000	496,000	154,000
Same wk. 1957	271,000	479,000	121,000
Totals, 1958	18,524,000	18,850,000	6,862,000
Totals, 1957	14,217,000	21,442,000	7,626,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Dec. 18:

	Cattle	Calves	Hogs	Sheep
Los Ang.	3,515	135	1,180	30
N. P'tland.	2,800	275	3,350	2,350
San Fran.	200	25	550	450

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, Dec. 23 were as follows:

CATTLE:		Cwt.
Steers, choice	...	\$26.75 only
Steers, good	...	25.00 to 26.00
Steers, std. & gd.	...	23.00 to 25.00
Heifers, good	...	25.75 only
Cows, util. & com'l.	...	18.00 to 19.00
Cows, can. & cut.	...	15.50 to 17.00
Bulls, util. & com'l.	...	21.00 to 23.00
VEALERS:		
Choice & prime	...	38.00 to 40.00
Good & choice	...	32.00 to 37.00
Stand. & good	...	24.00 to 31.00
HOGS, U.S. No. 1-3:		
190/200 lbs.	...	19.25 to 19.75
200/220 lbs.	...	18.25 to 19.50
220/230 lbs.	...	18.25 to 19.50
230/260 lbs.	...	18.50 to 19.00
Sows, U.S. No. 1-3:		
350/400 lbs.	...	none qtd.
400/600 lbs.	...	14.00 to 14.50
LAMBS:		
Choice	...	20.50 only
Good & choice	...	18.00 to 20.00
Utility & gd.	...	16.00 to 18.50

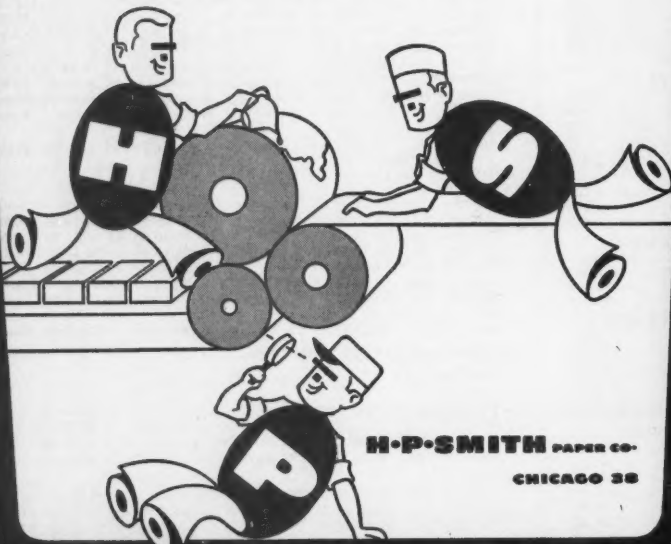
LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Monday, Dec. 22 were reported by the Agricultural Marketing Service, Livestock Division as follows:

HOOGS:	N.S. Yds.	Chicago	Kansas City	Omaha	St. Paul
BARROWS & GILTS:					
U. S. No. 1-3:					
120-140 lbs.	\$17.25-18.00	None qtd.	None qtd.	None qtd.	None qtd.
140-160 lbs.	18.00-18.50	None qtd.	None qtd.	None qtd.	None qtd.
160-180 lbs.	18.50-19.25	\$18.50-19.50	\$18.00-18.75	\$17.75-18.50	\$17.50-18.25
180-200 lbs.	18.75-19.75	19.00-20.00	18.25-19.25	18.00-19.00	17.75-19.50
200-220 lbs.	18.75-19.75	19.00-20.00	18.50-19.35	18.25-19.25	18.00-19.50
220-240 lbs.	18.50-19.75	18.75-20.00	18.25-19.25	18.00-19.25	17.25-19.50
240-270 lbs.	18.00-19.00	17.75-18.75	18.00-19.00	17.25-19.00	16.75-19.50
270-300 lbs.	17.00-18.25	17.00-18.00	17.00-18.25	16.25-17.75	16.00-18.50
300-330 lbs.	None qtd.	None qtd.	None qtd.	16.00-16.50	None qtd.
330-360 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
Medium:					
160-220 lbs.	18.00-18.75	18.00-19.00	17.50-18.25	17.25-18.25	17.00-17.75
SOWS:					
U. S. No. 1-3:					
180-270 lbs.	16.00-16.25	None qtd.	None qtd.	None qtd.	None qtd.
270-300 lbs.	16.00-16.25	None qtd.	16.00 only	15.50-16.00	15.50-15.75
300-330 lbs.	15.75-16.25	15.50-15.75	15.75-16.00	15.25-15.75	15.50-15.75
330-360 lbs.	14.75-16.00	15.00-15.75	15.25-15.75	14.75-15.25	15.25-15.50
360-400 lbs.	14.25-15.50	14.50-15.00	14.75-15.25	14.25-15.00	14.25-15.25
400-450 lbs.	13.75-14.75	14.25-14.75	14.00-14.75	14.00-14.75	13.75-14.50
450-550 lbs.	13.75-14.25	13.25-14.50	13.75-14.25	13.75-14.25	13.00-13.75
Boars & Stags,					
all wts. . .	9.00-12.50	8.50-12.50	8.00-10.00	8.50-13.00	None qtd.
SLAUGHTER CATTLE & CALVES:					
STEERS:					
Prime:					
700-900 lbs.	None qtd.	None qtd.	None qtd.	28.50-29.00	None qtd.
900-1100 lbs.	None qtd.	28.50-29.00	None qtd.	28.25-29.00	None qtd.
1100-1300 lbs.	None qtd.	27.75-29.00	None qtd.	27.75-29.00	None qtd.
1300-1500 lbs.	None qtd.	25.50-29.00	None qtd.	26.00-28.00	None qtd.
Choice:					
700-900 lbs.	27.00-28.50	27.50-28.50	None qtd.	27.00-28.25	27.50-28.00
900-1100 lbs.	26.75-28.50	27.00-28.50	25.75-28.00	26.50-28.25	27.00-28.00
1100-1300 lbs.	25.75-28.00	26.00-28.25	24.50-27.75	25.25-28.25	27.00-28.00
1300-1500 lbs.	25.25-27.50	25.00-27.75	23.50-26.50	24.25-27.75	26.00-27.50
Good:					
700-900 lbs.	25.25-27.50	25.50-27.00	24.25-26.75	24.50-26.50	26.00-27.00
900-1100 lbs.	24.75-27.50	25.00-27.00	23.75-26.75	24.50-26.50	26.00-27.00
1100-1300 lbs.	24.00-27.00	24.50-26.50	23.00-25.75	23.25-26.50	24.50-26.00
Standard,					
all wts. . .	22.50-25.25	23.00-25.50	21.50-24.25	22.50-24.50	23.00-25.75
Utility,					
all wts. . .	20.00-22.50	21.00-23.00	20.00-22.00	21.00-22.50	21.00-23.00
HEIFERS:					
Prime:					
600-800 lbs.	None qtd.	None qtd.	None qtd.	28.00-28.50	None qtd.
800-1000 lbs.	None qtd.	None qtd.	None qtd.	27.75-28.50	None qtd.
Choice:					
600-800 lbs.	26.75-28.00	27.00-28.25	26.75-28.00	26.00-27.75	26.50-27.50
800-1000 lbs.	26.25-28.00	26.50-28.25	25.75-28.00	25.75-27.75	27.00-28.00
Good:					
500-700 lbs.	24.50-26.75	26.00-27.00	24.50-26.75	24.25-26.00	26.00-26.50
700-900 lbs.	24.00-26.75	25.50-27.00	23.75-26.75	24.25-26.00	26.00-26.75
Standard,					
all wts. . .	21.50-24.50	22.50-25.00	21.50-24.50	22.25-24.25	22.50-25.50
Utility,					
all wts. . .	19.00-21.50	20.00-22.50	19.00-21.50	21.00-22.25	21.00-23.00
COWS:					
Commercial,					
all wts. . .	19.00-21.00	18.75-20.00	19.00-20.50	18.50-19.75	19.00-20.00
Utility,					
all wts. . .	18.00-19.50	17.00-19.25	17.00-19.00	17.00-18.50	17.50-19.00
Can. & cut.,					
all wts. . .	13.00-18.50	15.00-18.50	13.50-17.50	14.50-17.25	14.00-17.00
BULLS (Yrls. Excl.) All Weights:					
Good	None qtd.	None qtd.	None qtd.	None qtd.	22.00-23.50
Commercial	22.00-23.00	24.50-25.00	21.50-23.50	22.00-23.50	22.00-23.50
Utility	20.50-22.50	22.50-24.50	20.50-23.00	20.00-22.00	22.00-23.50
Cutter	17.50-21.00	21.00-22.50	18.50-21.50	18.00-20.00	21.50-23.00
VEALERS, All Weights:					
Ch. & pr.	30.00-38.00	32.00-33.00	31.00-32.00	27.00-28.00	27.00-36.00
Stand. & gd.	21.00-31.00	24.00-29.00	24.00-31.00	21.00-27.00	22.00-27.00
CALVES (500 Lbs. Down):					
Choice	26.00-32.00	None qtd.	26.50-28.00	None qtd.	26.00-28.00
Stand. & gd.	18.00-27.00	None qtd.	22.00-27.00	None qtd.	20.00-26.00
SHEEP & LAMBS:					
LAMBS (110 lbs. Down):					
Prime	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
Choice	18.00-19.50	18.50-19.75	18.75-19.25	19.00-19.50	19.00-19.50
Good	17.00-18.50	17.00-19.00	18.00-19.00	18.00-19.25	17.50-19.00
LAMBS (105 Lbs. Down) (Shorn):					
Prime	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
Choice	17.75-19.00	17.75-18.50	17.00-17.50	17.75-18.75	17.00 only
Good	17.00-18.00	16.50-18.00	16.50-17.00	17.00-18.00	None qtd.
EWES:					
Gd. & ch.	5.75- 7.00	5.50- 7.50	6.00- 7.50	7.00- 8.50	6.50- 7.50
Cull & util.	4.00- 6.00	6.00- 7.00	5.00- 6.50	5.00- 8.00	7.00- 7.00

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8 years' experience in quality formulation and efficient processing of full line of canned beef and pork products, including canned hams, M.B.A. degree in industrial relations. Age 34, family. Presently employed by large midwestern packer at \$9,000 yearly. Desires connection offering greater opportunity, challenge. W-477, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT PRODUCTION MANAGER

Preferably in the southeast. Many years of full experience in beef and pork operations plus sausage manufacturing procedures. Plant layouts and labor problems. Salary incidental to satisfactory employment. W-499, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER OR ASSISTANT: Age 36, family, ten years' practical experience in all phases of packing house management and operation. Presently manager of independent packer showing profitable operation. Desires connection offering greater opportunities. W-508, THE NATIONAL PROVISIONER, 327 Madison Ave., New York 22, N. Y.

HELP WANTED

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Established territory open that includes Kansas City and surrounding states. Large potential for high caliber, ambitious, intelligent man. Liberal weekly draw and bonus.

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HELP WANTED

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We are seeking the services of a top man to travel the following states: Nebraska, Kansas, Missouri, Oklahoma, and Arkansas. We manufacture a complete line of seasonings, spices, binders, cures, caseinates, phosphates, colors, preservatives, sauces, soup mixes, etc. This is a tremendous opportunity for the right man. This territory has a marked established business. We will give the man we hire an unusually high weekly draw and other benefits. We will consider only a man with good background. Please write and give us the following information: age, sales experience, marital status, and any other pertinent information that will help evaluate your application. W-500, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER, FOOD PRODUCTS

We are seeking on behalf of a Milwaukee Wisconsin client a man who is already experienced in directing the sale of perishable food products thru retail, chain store and independent distributor outlets in a limited trading area. The Company occupies an enviable and long-established position as a leader in its field.

The man we seek will have a directly-related administrative background in food merchandising which will augment an already strong sales force. Here is an opening at the top which rarely occurs in this industry. Please furnish complete details by letter only.

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Milwaukee, Wis.

HELP WANTED

CAN YOU SELL PROVISIONS?

HAVE YOU A FOLLOWING: In New Jersey or New York with chain stores and large customers? Government inspected factory has a good proposition for you. W-472, THE NATIONAL PROVISIONER, 327 Madison Ave., New York 22, N. Y.

SALESMEN

With established clientele of meat purveyors and chain stores, to carry line of chicken and turkey specialty items for well known Chicago poultry firm. In replying state area now being covered and furnish references. W-480, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PROCESSOR: Frozen food line. Will accept inquiries for complete supervision of department. Expect employee with broad knowledge. Submit credentials and experience. Same to be treated confidentially. W-482, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WORKING SAUSAGE MAKER: Wanted for small eastern plant not under government inspection. State age, experience and salary expected. Write to Box W-492, THE NATIONAL PROVISIONER, 327 Madison Ave., New York 22, N. Y.

SAUSAGE SUPERINTENDENT

Wanted by leading Detroit manufacturer, to take complete charge of production. Must be proficient in formulations, quality and cost control. W-486, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER

Metropolitan New York packer needs qualified sausage maker. Should be experienced with Government inspection regulations. W-511, THE NATIONAL PROVISIONER, 327 Madison Ave., New York 22, N. Y.

SALESMEN AND BROKERS: With established contacts to handle our sodium caseinate and gum binders. W-476, THE NATIONAL PROVISIONER, 327 Madison Ave., New York 22, N. Y.

SUPERINTENDENT: Wanted for a large rendering plant in midwest. Must know all phases of rendering operations. W-485, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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1610—MIXER: Buffalo #5, stainless steel bowl, 1500 lb. cap., hand tilt, 15 HP. motor \$1750.00
1611—MIXER: Anco #5, stainless steel bowl 1500 lb., bottom dump, 15 HP. \$1650.00
1612—MIXER: Buffalo #1, 200 lb., 2 HP. \$350.00
1595—TY-LINKER: mdl. #114-AC \$1050.00
1625—FAMCO LINKERS: (2) models G & H-12, for 4 1/2" and 4" links ea. \$395.00
1613—STUFFER: Buffalo 500 lb., air piping—\$1250.00
1352—STUFFER: Boss 400 lb. cap., w/valves, gaskets, A-1 reconditioned \$900.00
1285—STUFFER: Buffalo 300 lb. cap. \$750.00
1171—STUFFER: Boss 200 lb., w/valves \$725.00
9882—SAUSAGE COOKERS: (3) Jourdan type, stainless steel, galv. iron frame, 9' x 6 1/2' x 5 3/4" wide, w/Vesco Pumps (2 1/2"), overhead Sprays, Temperature Indicators ea. \$750.00
1172—JOURDAN COOKER: mdl. TSC, ser. #514, 57" x 53" x 8' 10" high, 1 HP. mtr. \$675.00
1421—SILENT CUTTER: Buffalo #38-S, 175 lb. cap., direct connected 15 HP. mtr. & stand \$725.00
1336—SILENT CUTTER: Buffalo #2, 100 lb. cap., 10 HP. "V" belt drive \$500.00
1197—GRINDER: Buffalo #66-B, 15 HP. mtr., extra knives & plates \$625.00
1621—SLICER: U.S. #170XE, never-used, like new condition \$875.00
1594—CONVEYOR TABLE: Globe, 14' 8" x 12 1/2" wide, w/mesh conveyor & 4-stations, 1 HP. \$850.00
9662—HAM MOLDS: stainless steel, with covers, like new springs, excellent condition, factory converted for use as Hoy Molds—Reduced to ea. \$12.75
135—#108 (1-0-E) 8 lbs. 11" x 5 1/2" x 4 1/2"
100—#112 (0-2-X) 11 lbs. 11" x 6" x 5 1/2"
46—#114 (2-0-E) 12 lbs. 12" x 6 1/2" x 5 1/2"
1614—PRE-SLICING MOLDS: stainless steel, 4" x 4" x 27", with sliding cover ea. \$5.00
1615—HAM MOLDS: (70) Adelmann #0-2-X-E, stainless steel, 11" x 6" x 5 1/2" deep ea. \$12.75
1310—LOAF MOLDS: (204) Globe Hoy #66-S, stainless steel. w/covers, 10" x 4 1/2" x 4 1/2" ea. \$7.50

Rendering & Lard

1598—EXPELLER: Anderson Super-Duo, 30 HP. on down feed; 25 HP. on horizontal, 3 tempering boxes, extra shafts, new bearings, extra down feed barrel \$3,300.00
1608—COOKER: Anco 5 x 12', #3 drive, welded jacketed heads, used only on lard \$4,000.00
1594—COOKERS: 5' x 10', #2 drive, flat heads, with motor ea. \$1,850.00
1215—COOKER: Dupps, 4' x 7', jacketed head, 25 HP. motor, chain drive \$1,500.00
1486—HYDRAULIC PRESS: Anco 300 ton capacity, with electric Pump \$3,450.00
9867—LARD VOTATOR: Girdler Jr. model, first class condition \$2,450.00
1578—HOG: Diamond #38, 22" x 20" feed opening, 34" dia. x 28" "V" disc, w/16 knives, 40 HP. \$2,250.00
1487—HOG: Miths & Merrill #13 CD, 15" x 18" feed spout opening \$1,150.00

Miscellaneous

1617—ROTARY FILLER: Pfaudler, stainless steel, 6-pocket, conveyor, worm feed; A-1 cond. \$4,500.00
1616—FILLER: Anco, stainless steel, used for chili, 6-spout, w/conveyor, feeder, motor \$3,000.00
1051—TOWNSEND SKINNERS: (5) #27 ea. \$575.00
1619—HOG NECK WASHERS: (3) Anco #786, 1/2 HP. ea. \$225.00
1436—TRIPLE WASHER: Anco, new 36" cylinder, with motor \$525.00

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